

The

CHEMIST AND DRUGGIST



For Retailer, Wholesaler and Manufacturer

SEPTEMBER 9 1961

Bonus Terms

13 TO THE DOZEN

from your usual supplier

'PLANIDETS'

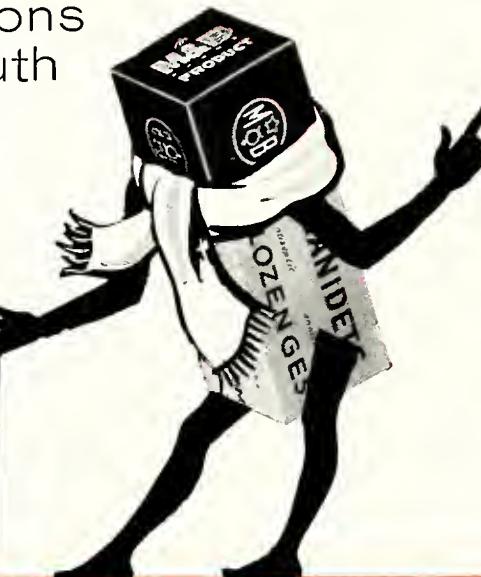
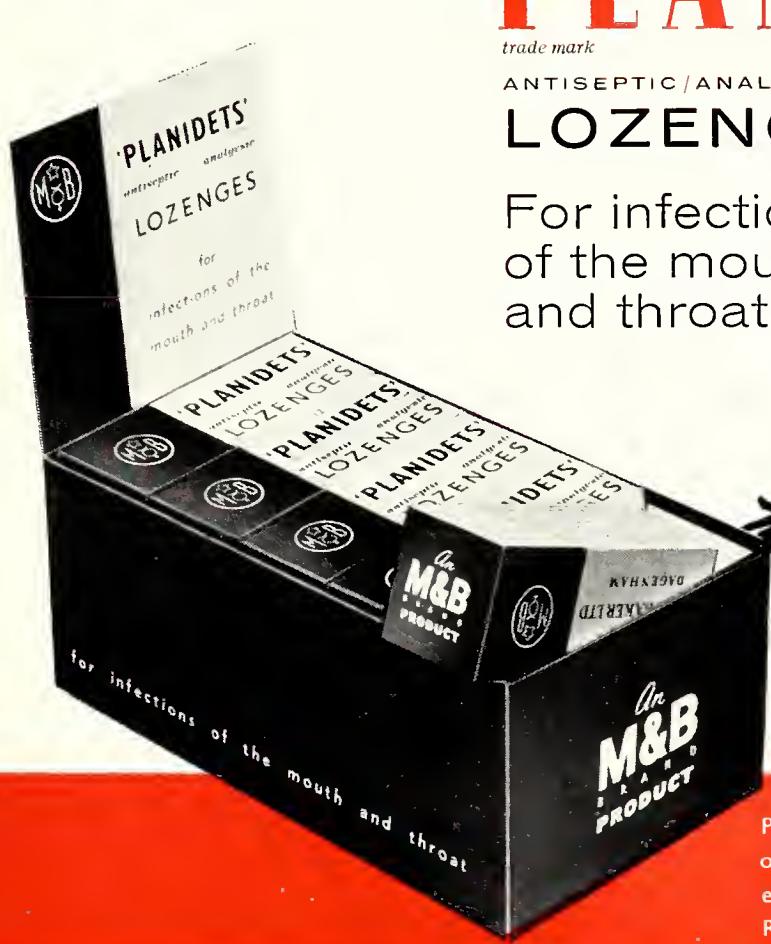
trade mark

brand

ANTISEPTIC / ANALGESIC

LOZENGES

For infections
of the mouth
and throat



Packed in an attractive display
outer of ten tubes,
each containing twelve 'Planidets'.
Retail price 2s. 6d. per tube.



Manufactured by
MAY & BAKER LTD

An M&B Brand Medical Product

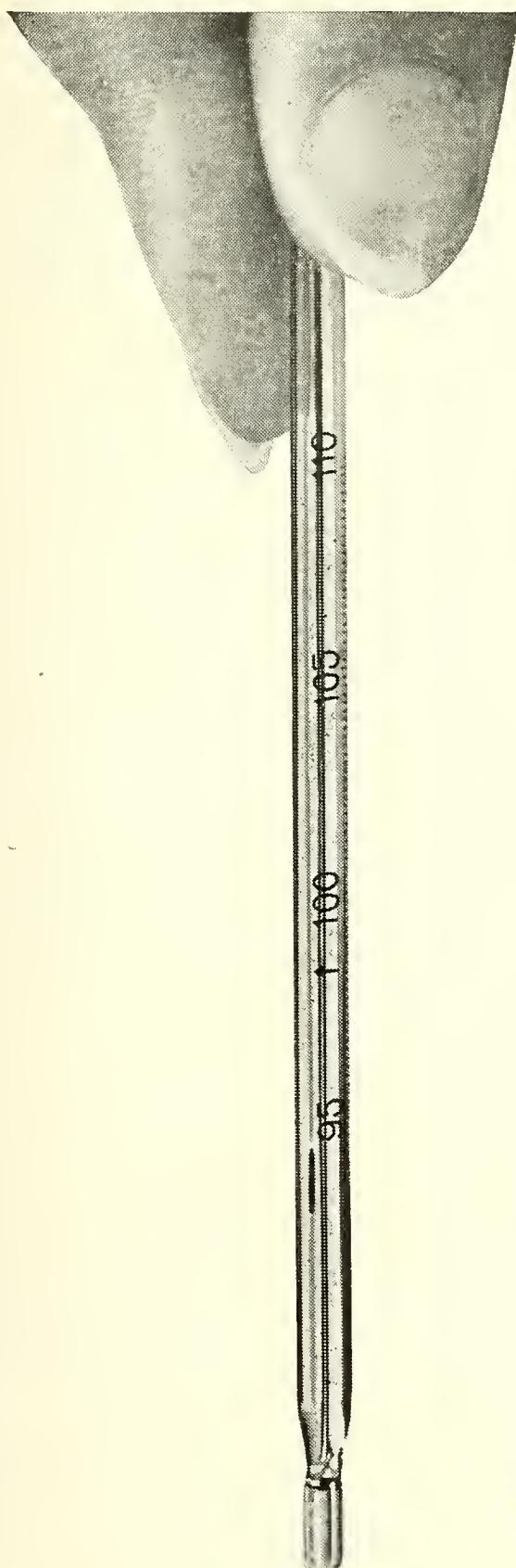


OPIUM ALKALOIDS

Years of experience . . . large-scale production . . . ample stocks . . . rigid quality control—these are a few of the reasons why many companies now entrust us with all their Opiates requirements. We like to think also that the personal touch we are able to maintain has something to do with it. The following are selected from our comprehensive list of opiates :

PHOLCODINE
PAPAVERETUM
CODEINE SULPHATE
CODEINE PHOSPHATE
CODEINE HYDROCHLORIDE
DIHYDROCODEINE BITARTRATE
MORPHINE SULPHATE
MORPHINE HYDROCHLORIDE
HYDROCODONE BITARTRATE
OXYCODONE HYDROCHLORIDE
NARCOTINE HYDROCHLORIDE
ETHYLMORPHINE HYDROCHLORIDE

MACFARLAN SMITH LTD
WHEATFIELD ROAD EDINBURGH 11



In the time it takes to take a temperature, 680 cans of Heinz Baby Foods are bought by mothers.

Every 30 seconds 680 cans of Heinz Baby Foods are sold. The two leading varieties sell at the rate of 2 a second. And year by year the sales increase dramatically. Already this year's figures are 31% up over last year's.

DISPLAY IS THE KEY TO QUICKER SALES. You can share in the profits from this fast-selling line. Stock the range of Strained and Junior Foods and allot to each variety display space in proportion to its rate of sale.

Most mothers like to spend time selecting varieties and prefer a shop with a Baby Corner or Baby Department where they can do this undisturbed. Devices like shelf dividers and name tabs are all valuable aids to self-selection. Ask your Heinz sales merchandiser for full details of all these sales aids when he calls.



H. J. HEINZ COMPANY LTD.
HARLESDEN, LONDON N.W.10

Halina EQUIPMENT

brings CHRISTMAS sales



IDEAL FOR BLACK/WHITE
AND COLOUR

£7-15-5 Ever Ready case £1/8/6

Halina

35 X

- ★ All metal precision 35 mm.
- ★ f/3.5/45 mm. colour corrected lens.
- ★ Synchronised shutter up to 1/200th sec.
- ★ Coupled film transport and exposure counter.



Halina

35 mm. TABLE VIEWER

- ★ Battery operated.
- ★ The extra large, precision ground twin optically polished lenses are made from the world-famous Chance Pilkington Optical Glass giving perfect enlargements.
- ★ Large magnification 2½ times.
- ★ Lenses can be taken out for cleaning purposes, a unique feature.

39/6

Two U11 batteries 10d. extra

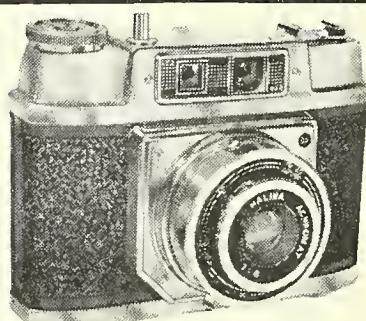


Halina AI

- ★ TWO CAMERAS IN ONE
- ★ All metal.
- ★ 2½ x 2½ and 35 mm. on 120 film.
- ★ f/3.5/80 mm. colour corrected lens.
- ★ Synchronised shutter speeded up to 1/100th sec.
- ★ Coupled front lens focusing.

£10-12-11

Leather Ever Ready case £2/7/8



£3-19-10

Ever Ready Case £1-10-4 with detachable back.

Halina

6-4

TWO-IN-ONE CAMERA

- ★ ALL METAL
- ★ Achromat lens f/8.
- ★ Front lens focusing.
- ★ Apertures 8-11-16.
- ★ Double exposure prevention.

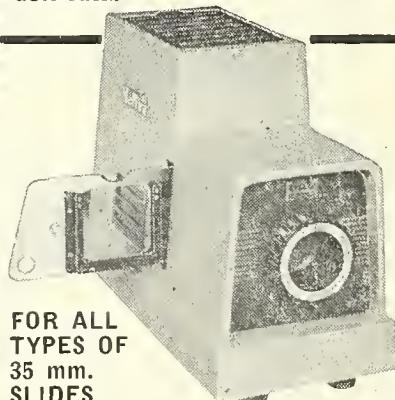


Halina VICEROY

- ★ TWO CAMERAS IN ONE
- ★ All metal.
- ★ 2½ x 2½ and 35 mm. on 120 film
- ★ Double meniscus f/8 lens.
- ★ Actual size ground glass reflex viewfinder.
- ★ Synchronised for flash.

£3-19-10

Ever Ready Case 18/3



FOR ALL
TYPES OF
35 mm.
SLIDES

£8-19-6

150 watt lamp 21/9
Carrying Case 25/4

Halina

150

2" x 2" STILL PROJECTOR

- ★ 150 watt.
- ★ f/3.5/80mm. hard coated colour corrected lens.
- ★ Double condensers.
- ★ Helical focusing.
- ★ All metal.
- ★ Heat absorbing filter.
- ★ Accepts all 2 x 2in. slides.



Sole Distributors to the trade

J. J. SILBER LTD

40-46 Lamb's Conduit St. London, WC1

Telephone: HOL 4214/5/6, CHA 2237/3596

Can be converted to 300 watt projector in a few minutes by fitting the HALINA all metal Fanbase. £5-5-0

SPECIAL OFFERS!



From September 1st until October 7th, 1961, combined or separate orders for Fenox and Strepsils will be charged at special rates.

RATES	A	12 for the price of 10 Fenox 16/8 doz. Strepsils 13/11 doz.
	B	12 for the price of 11. Fenox 18/4 doz. Strepsils 15/3 doz.

FENOX NASAL SPRAY, TOO! During this Special Offer period, Fenox Nasal Spray can be supplied at the rate of 12 for the price of 11. (22/- doz.) (minimum order one dozen).

TAKE ADVANTAGE OF THESE SPECIAL OFFERS—

ORDER NOW
FROM YOUR USUAL WHOLESALER

COMBINED EQUAL QUANTITIES

Orders for *equal quantities* of Fenox and Strepsils (minimum order, 3 dozen of each) delivered together will be charged at the rate of 12 for the price of 10.

Example: 6 doz. Fenox and 6 doz. Strepsils—both at RATE A.

COMBINED UNEQUAL QUANTITIES

Additional quantities of either product may be included for supply at the rate of 12 for the price of 11.

Example: 9 doz. Fenox and 6 doz. Strepsils—6 doz. of each at RATE A and the 3 doz. additional Fenox at RATE B.

SEPARATE ORDERS

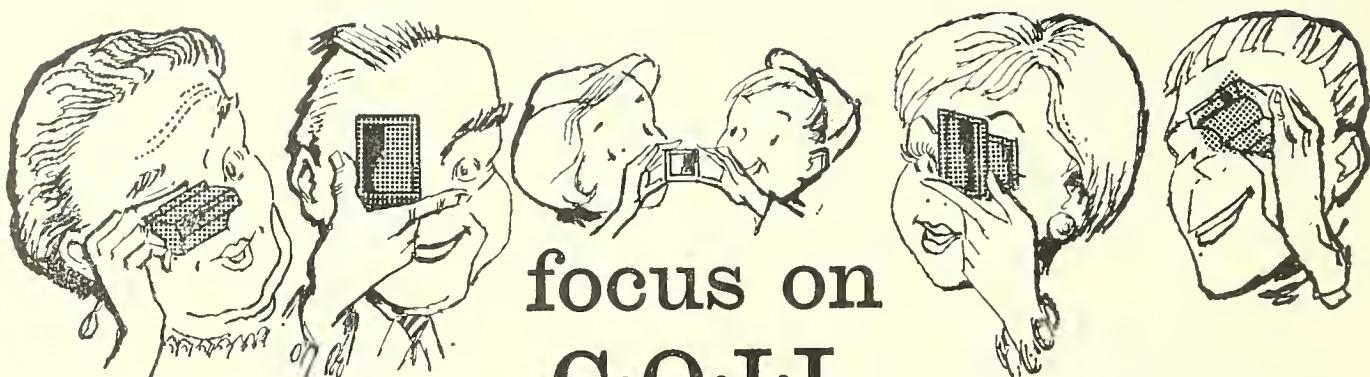
Either product (minimum order, 3 dozen) may be ordered alone during this period for supply at the rate of 12 for the price of 11.

Example: 6 doz. Fenox alone or 6 doz. Strepsils alone—either will be charged at RATE B.

Remember—there's no limit to the quantities you can order.



BOOTS PURE DRUG COMPANY LIMITED • WHOLESALE DIVISION • STATION STREET • NOTTINGHAM • Tel: Nottingham 56111
or 71 FLEET STREET • LONDON E.C.4 • Tel: FLEet Street 0111



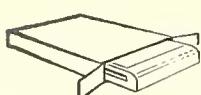
**focus on
C.O.I.L
—the viewers
*that sell on sight***

More and more people are asking for C.O.I.L—today's top value in viewers. Superbly made, distinctively packed and most reasonably priced, the latest C.O.I.L range has been designed to bring you bigger-than-ever sales. Profit to the full from the popularity of these fast-moving lines. Stock and display C.O.I.L viewers now.

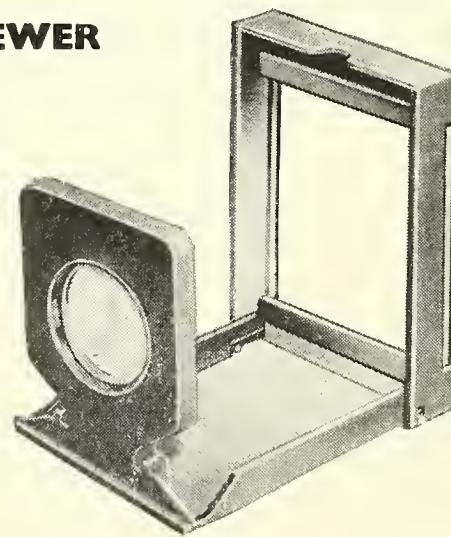
NEW! 'Thirty-Five' SLIDE VIEWER

Specially designed to give rigidity unachieved in any other folding viewer. Takes standard square slides for 2" x 2" transparencies. 'Wide aperture' twin viewing lens gives 2½x magnification with minimum distortion and allows prolonged, comfortable viewing. Sells fast at 8/-.

For 2½" x 2½" transparencies C.O.I.L makes the 'Seventy' Slide Viewer, with all the top-selling features of the 'Thirty-Five.' Retails at 12/-.

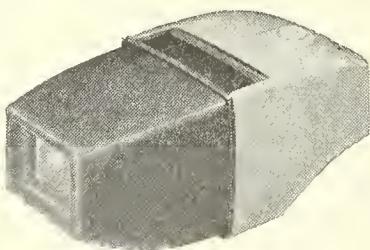


Folds safely with slide in position. Folded, measures only 3" x 2"—cigarette pack size. Neat pocket pack.



**ILLUMINATING
SLIDE VIEWER**

For 2" x 2" slides and transparencies. 3½x magnification, giving field angle of about 30° for 33 mm. x 23 mm. prints. Smart duotone blue finish. Handy pack. Retails at 18/6. Non-illuminating 7/6.



**35 mm
NON-FOLDING
SLIDE VIEWER**

For 2" x 2" slides. Magnification 3½x. Pocket-size. A firm favourite at 5/-.



COMBINED OPTICAL INDUSTRIES LTD.

PLASTA WORKS • BATH ROAD • SLOUGH • BUCKS Phone: SLOUGH 21292



Amendments to C. & D. Quarterly Price List

NEW PRODUCTS AND MANUFACTURERS' PRICE CHANGES NOT OCCASIONED BY THE RECENT 10 PER CENT. PURCHASE-TAX SURCHARGE. CUMULATIVE FROM AUGUST 5.

USERS of the list are reminded that they were requested to retain the supplementary price list included in the August 5 issue of the *C. & D.*

Albamycin G U (1263 Upjohn)	tablets ..	.. 30	46 0ea.	..	..	†\$4BTS	Ferrodic (34 A&H)	tablets ..	.. 100	54 0 ..	..	..	6 9
		100	148 9ea.	..	..	†\$4BTS	Fresh (193 Brobat)	disinfectant king size	4 oz	27 0 ..	..	..	3 0
Algipan (1352 Wyeth)	16 oz	254 0	69 11	..	..	†\$4BTS	Delete	Halycitrol (324 Crookes)	4 oz	26 0 ..	..	..	3 3
Bifuran (1153 SKF)	supplement ..	.. 1 lb	36 0ea	..	54 0			8 oz	48 0 ..	..	..	6 0	
Brobat (193 Brobat)	bleach ..	.. 26 oz	13 0 ..	..	1 5		Heaven Sent (596 HR)	bath cubes (6)	490	.. ..	..	..	7 9
Chloromycetin (938 PD)	vetrettes 500 mgm vet.)	5	114 0	..	14 3	TS		bath salts ..	492	.. ..	..	..	12 9
		50	88 8ea	..	133 0	TS		dusting powder tin ..	488	.. ..	..	..	8 0
Delete		6						drum ..	486	.. ..	..	..	14 0
Codeicortone (837 MSD)	tablets 1 mgm	100	5 6ea	..	..	TS		spray bottle ..	487	.. ..	..	..	8 0
		500	24 6ea	..	..	TS		hand lotion ..	494	.. ..	..	..	10 0
	5 mgm ..	30	6 6ea	..	..	TS		perfume crystal bottle	484	.. ..	..	..	49 0
		100	18 0ea	..	..	TS		perfume mist spray ..	482	.. ..	..	..	19 0
		500	80 0ea	..	..	TS		handbag spray	483	.. ..	..	..	18 0
Crookes (324 Crookes)	halibut oil 5 mils	20	0 ..	..	2 6			skin perfume spray ..	480	.. ..	..	..	14 0
Decortisyl (1087 Roussel)	tablets 1 mgm)	.. 100	66 0 ..	..	8 3	TS		soap, complexion (3) ..	496	.. ..	..	..	7 9
		500	294 0 ..	..	36 9	TS		bath (3) ..	497	.. ..	..	..	12 6
	5 mgm ..	30	78 0 ..	..	9 9	TS							
		100	216 0 ..	..	27 0	TS	Histostab (147 Boots)						
		500	960 0 ..	..	120 0	TS	Delete	tablets 0.1 gm	..	25			
Delta-Cortef (1263 Upjohn)	tablets 5 mgm	.. 100	18 0 ea	..	..	TS	Jectofer (68 AH)	ampoules 100 mgm	x				
		500	80 0ea	..	..	TS		2 mils ..	..	5 15 3ea	..	..	23 0
Delta-Cortelan (518 Glaxo)	tablets 1 mgm	.. 100	5 6ea	..	7 4	TS			10 28 3ea	..	..	42 0	
		500	24 6ea	..	32 8	TS			50 129 5ea	..	..	194 0	
	5 mgm ..	100	18 0ea	..	24 0	TS	Medac (502 Genatosan)	cream ..	..	26 0	7 2	4 0	
		500	80 0ea	..	106 8	TS		soap ..	..	24 0	6 7	3 6	
Delta-Cortone (837 MSD)	tablets 1 mgm	.. 100	5 6ea	..	..	TS	Morny (862 Morny)	hand cream ..	..	..	..	..	6 0
		500	24 6ea	..	..	TS	Morphy-Richards (863 M&R)	New Popular underblanket	..	..	..	..	80 9
	5 mgm ..	30	6 6ea	..	..	TS		double ..	..	..	..	..	114 3
		100	18 0ea	..	..	TS		presentation electric shaver	..	..	..	..	101 6
		500	80 0ea	..	..	TS	Orthoxicol (1263 Upjohn)	syrup ..	..	2oz. 4 8ea.	..	..	†
								16oz. 30 7ea.	..	..	..	..
Delta-Cortril (969 Pfizer)	tablets 1 mgm	.. 100	66 0 ..	..	8 3	TS	Panadol (97 Bayer)	tablets ..	.. 50	54 0 ..	..	..	6 9
		500	294 0 ..	..	36 9	TS	Penbritin (1393 BRL)	capsules ..	.. 20	63 4ea	..	..	TS
	5 mgm ..	100	216 0 ..	..	27 0	TS			100 306 8ea	..	..	TS	
		500	960 0 ..	..	120 0	TS			500 1480 6ca	..	..	TS	
Delta-Genacort (502 Genatosan)	tablets 1 mgm	.. 100	66 0 ..	..	8 3	TS	Penitriad (971 PSMB)	tablets ..	.. 20	68 0 ..	..	..	8 6
		500	294 0 ..	..	36 9	TS			250 672 0 ..	..	..	84 0	
	1mgm ..	100	216 0 ..	..	27 0	TS		granules ..	.. 73 0 ..	..	..	9 1½	
		500	960 0 ..	..	120 0	TS	Precortisyl (1087 Roussel)	tablets 1 mgm	.. 100	66 0 ..	..	..	8 3 TS
Deltastab (147 Boots)	tablets 1 mgm	.. 100	66 0 ..	..	7 4	TS			500 294 0 ..	..	..	36 9 TS	
		500	294 0 ..	..	32 8	TS		5 mgm ..	.. 30	78 0 ..	..	..	9 9 TS
	5 mgm ..	100	216 0 ..	..	24 0	TS			100 216 0 ..	..	..	27 0 TS	
		500	960 0 ..	..	106 8	TS			500 960 0 ..	..	..	120 0 TS	
Deltastab B (147 Boots)	tablets 5 mgm	.. 100	216 0 ..	..	24 0	TS	Prednelan (518 Glaxo)	tablets 1 mgm	.. 100	5 6ea	..	..	7 4 TS
		500	960 0 ..	..	106 8	TS			500 24 6ea	..	..	32 8 TS	
Di-Adreson (917 Organon)	tablets 1 mgm	.. 100	66 0 ..	..	8 3	TS		5 mgm ..	.. 100	18 0ea	..	..	24 0 TS
		500	294 0 ..	..	36 9	TS			500 80 0ea	..	..	106 8 TS	
	5 mgm ..	100	216 0 ..	..	27 0	TS	Prednisolone (837 MSD)	tablets 1 mgm	.. 100	5 6ea	..	..	TS
		500	960 0 ..	..	120 0	TS			500 24 6ea	..	..	TS	
Di-Adreson-F (917 Organon)	tablets 1 mgm	.. 100	66 0 ..	..	8 3	TS		5 mgm ..	.. 100	18 0ea	..	..	TS
		500	294 0 ..	..	36 9	TS			500 80 0ea	..	..	TS	
	5 mgm ..	30	78 0 ..	..	9 9	TS	Prednisolone (759 L & B)	tablets 1 mgm	.. 30	2 1ea	..	..	3 2 TS
		100	216 0 ..	..	27 0	TS			100 5 3ea	..	..	7 11 TS	
		500	960 0 ..	..	120 0	TS		5 mgm ..	.. 30	6 0ea	..	..	9 0 TS
Dorminal (147 Boots)	tablets gr 1 ..	1000							100 17 6ea	..	..	26 3 TS	
Delete	gr 3 ..	1000							500 77 6ea	..	..	116 3 TS	
Duphaston (324 Crookes)	tablets ..	.. 20	30 0ea	..	45 0			buffered ..	.. 30 6 0ea	..	..	9 0 TS	
		100	134 Oea	..	201 0				100 17 6ea	..	..	26 3 TS	
									500 77 6ea	..	..	116 3 TS	

when prescriptions call for INSULINS, supply

WELLCOME

•SOLUBLE •LENTE •PROTAMINE ZINC •GLOBIN



BURROUGHS WELLCOME & CO (The Wellcome Foundation Ltd.) LONDON

Prednisolone (938 PD)							
tablets 1 mgm	..	25	30	0 ..	..	3	9 TS
		100	66	0 ..	..	8	3 TS
		500	294	0 ..	..	36	9 TS
5 mgm	..	25	66	0 ..	..	8	3 TS
		100	216	0 ..	..	27	0 TS
		500	960	0 ..	..	120	0 TS
Prednisone (759 L & B)							
tablets 1 mgm ..	..	30	2	1ea	..	3	2 TS
		100	5	3ea	..	7	11 TS
		500	24	0ea	..	36	0 TS
mgm ..	..	30	6	6ea	..	9	0 TS
		100	17	6ea	..	26	3 TS
		500	77	6ea	..	116	3 TS
buffered 5 mgm ..	..	30	6	0ea	..	9	0 TS
		100	17	6ea	..	26	3 TS
		500	77	6ea	..	116	3 TS
Prednisone (147 Boots)							
tablets 1 mgm ..	..	100	66	0 ..	..	7	4 TS
		500	294	0 ..	..	32	8 TS
5 mgm ..	..	100	216	0 ..	..	24	0 TS
		500	960	0 ..	..	106	8 TS
Prednisone (938 PD)							
tablets 1 mgm ..	..	25	30	0 ..	..	3	9 TS
		100	66	0 ..	..	8	3 TS
		500	294	0 ..	..	36	9 TS
mgm ..	..	25	66	0 ..	..	8	3 TS
		100	216	0 ..	..	27	0 TS
		500	960	0 ..	..	120	0 TS
Prednisone (969 Pfizer)							
tablets 1 mgm ..	..	100	66	0 ..	..	8	3 TS
		500	294	0 ..	..	36	9 TS
5 mgm ..	..	100	216	0 ..	..	27	0 TS
		500	960	0 ..	..	120	0 TS
Prednisone (1263 Upjohn)							
tablets 5 mgm ..	..	100	18	0ea	..	..	TS
		500	80	0ea	..	..	TS
Serenace (1121 Searle)							
ampoules 5 mgm/mil ..	..	6	22	4ea	6	2ea	39 8
		25	84	11ea	23	4ea	150 8½
tablets 1.5 mgm ..	..	50	18	10ea	5	2ea	33 5
		250	87	1ea	23	11ea	154 6½
		1000	326	8ea	89	10ea	579 10
Sprint (366 Dendron)							
glucose-plus tablets ..	..		40	0 ..	..	5	0
Velocity (379 Dixor)							
powder cream tube ..	..		27	0	14 10½	4	8

AMENDMENTS TO KEY TO SUPPLIERS:

(777 Luckstone)=THE LUCKSTONE CO., LTD., 15 Park Row, Leeds.
 (120 BGP)=B.G.P. COSMETICS, LTD., 7 Kensington Church Court,
 London, W.8. Western 2529.
 (270 EC)=ERIC C. CLEAVER, 3, Warser Gate, Nottingham. Nottingham
 ham 54917.
 (530 JG)=JOHN GOSNELL & CO., LTD., Ballards Old Brewery, Bell
 Lane, Lewes, Sussex. Lewes 3772.
 (542 Griffin)=DAVID GRIFIFN, LTD., Wimborne Road, Poole, Dorset.
 Poole 850/1.
 (803 MR)=MARTIN RUSSELL, LTD., 26 George Street, St. Albans,
 Herts. St. Albans 55894.
 (870 MV)=MUNRO VITAREX, LTD., 79 Norwood High Street, London,
 S.E.27. Gip. 1105.
 (1129 Shadforth)=SHADFORTH PHARMACEUTICAL CO., LTD.,
 2 Heath Park, Gidea Park, Essex. Hornchurch 46462.
 (1142 Starnaps)=STARNAPS, LTD., 34 Marion Crescent, St. Mary Cray,
 Kent. Orpington 26047.

THIS WEEK'S CHANGES

NEW and altered entries notified for the first time.

A=Advanced. *R*=Reduced.

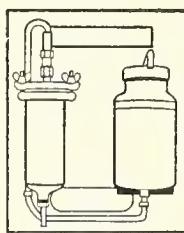
Entries new this week are marked thus:— ●

Allenbury's (34 A&H)						
A	malt extract	..	1 lb	27	0 ..	..
			2 lb	51	9 ..	..
A	with cod-liver oil	..	1 lb	29	3 ..	..
			2 lb	54	0 ..	..
A	butterscotch flavour	..	1 lb	29	3 ..	..
			2 lb	54	0 ..	..
A	Anahaemin (179 BDH)					
	ampoules 1 mil	..	6	146	0 ..	..
						18 3

	2 mils	..	6	246	0 ..	..	30	9
vial	10 mils	..	25	960	0 ..	..	120	0
	25 mils	..	10	192	0 ..	..	24	0
Bromnervol (499 Richter)			25	468	0 ..	..	58	6
A		dp 40 oz		10	10ea	..	15	5
		dp 80 oz		20	8ea	..	15	5
● Capricci (Nina Ricci) 1402 Buser)	perfume	..	..	..	..	..	47	6
		1/2 oz		..	..	..	63	0
		1/2 oz		..	..	..	105	0
		1 oz		..	..	..	168	0
		2 oz		..	..	..	220	0
	de luxe	..	..	..	..	..	315	0
	atomiser handbag	..	..	..	..	..	57	6
	refill	..	..	..	..	..	29	6
	de luxe	..	..	..	..	..	84	0
	refill	..	..	..	..	..	54	0
	toilet water	..	..	2 oz	..	..	29	6
			4 oz	..	..	..	52	0
			7 oz	..	..	..	84	0
			14 oz	..	..	..	147	6
● Contempora (1052 Revlon) tube	114	0	..	62	8½	19	6	
● Coty (301 Coty)								
● Measured Mist perfume spray	118	6	..	63	7	21	0	
● Dulcolax (154B)								
● children's suppositories								
● tablets	5 mgm	6	..	22	0 ..	..	2	9
● Fecarb (142 BML)	5 mgm	10	..	12	0 ..	..	1	6
A	tablets tube	..	60	32	0 ..	..	
	tin	..	500	20	0ea	..		
			1000	36	0ea	..		
lete	Grimsby (445 FK)							
	cod liver oil emulsion	all sizes						
	with hypophosphites	all sizes						
	cod liver oil	all sizes						
A	Liverdex (179 BDH)							
	ampoules	2 mils	..	6	84	0 ..	..	10
			25	324	0 ..	..	40	6
A	Livogen (179 BDH)		..	4 oz	52	0 ..	..	6
			500 mils	204	0 ..	..	25	6
			2 litres	732	0 ..	..	91	6
lete	Oranjuice A-D (445 FK)	all sizes						
A	Radio-Malt (179 BDH)	jar 1 lb	..	32	0 ..	..	3	10
		2 lb	..	56	0 ..	..	6	10
● Sheer Genius (813 MF)								
	powder cream tube	..	..	44	0 ..	20	11	7
● Solavite (208 BW)								
	vit. D injection (vet.)		..	140	0 ..	..	17	6
R	Sulphamezathine (649 ICI)							
	tablets 0·5 gm	..	500	346	0 ..	..	43	3
			1000	678	0 ..	..	84	9
			5000	267	0ea	..	400	6
● Sultrin (922 Ortho)								
	triple sulfa cream							
	with applicator	..	..	120	0 ..	..	15	0
	tube only	..	..	100	0 ..	..	12	6
● Sunnimax (1309 Warne)								
	tablets ..	..	100	32	0 ..	..	4	3
● Tabalgin (1320 WP)								
	tablets ..	..	2500	118	9ea	..	178	2
R	Taumasthman (1301 WM)							
	tablets ..	..	60	61	0 ..	..	
			250	191	0 ..	..	
lete	Triple Sulfa (922 Ortho)							
● Two Step (509 Gibbs)								
	shampoo sachet	..	..	7	5	2 ..	1	0
	bottle	..	..	24	0	6 5	3	3

AMENDMENTS TO KEY TO SUPPLIERS:

(86 Barclay)=BARCLAY & SON, LTD., 37 Devonshire Place, Brighton, Sussex. Brighton 62251.
 (632 Hudson Knight)=HUDSON & KNIGHT, LTD., 6a Tudor Street, London, E.C.4. Fleet Street 8231.
 (855 Mondart)=MONDART, LTD., Berkeley Square House, Berkeley Square, London, W.1. Mayfair 8030.
 (1071 Robins)=A. H. ROBINS CO., LTD., Foundry Lane, Horsham, Sussex. Horsham 60361.
 (1309 Warne)=E. E. WARNE & CO., White Lion Road, Amersham, Bucks. Little Chalfont 2094.
 (1319 WEHC)=WEST END HAIR CO., 14 Shepherds Bush Green, London, W.12. Shepherds Bush 1443.
 (1368 Ries)=B. H. RIES, LTD., 19 Hatton Garden, London, E.C.1. Holborn 5726.



The Elgastat Pharmacist Model

FOR PURIFIED WATER B.P. FROM TAP — INSTANTLY AT NEGIGIBLE COST

Please write for leaflet C.D. 110 giving effluent cost for your own area

DEIONISATION (ELGA) LIMITED, LANE END, BUCKINGHAMSHIRE



INDEX TO ADVERTISERS

Albright & Wilson (Manufacturers), Ltd. (Calgon) 22, 23	Daily Mirror 48, 49
Albro Fillers & Engineering Co., Ltd. 52	Dales Pharmaceuticals, Ltd. 66
Amplex Appliances (Kent), Ltd. 68	Duncan, Flockhart & Co., Ltd. 36
André Philippe, Ltd. Interleaved Edit., 276	Easipower Appliances, Ltd. 18, 19
Beatson, Clark & Co., Ltd. 28	Elga Products, Ltd. Price List Sup. Page 2
Blackwood, James, & Co., Ltd. 66	Fibrenyle, Ltd. 55
Boots Pure Drug Co., Ltd. 3	Freeman, William, & Co., Ltd. 50, 51
Bourjois, Ltd. Centre Spread, 58 & 59	Gardiners, Ltd. 42
Box, W. H. 68	Garrard Engineering & Manufacturing Co., Ltd. ... 38
Brannan, S., & Sons, Ltd. 52	George, Ernest J., & Co. Classified Section
British Drug Houses, Ltd., The 61	Gnome Photographic Products, Ltd. 62
British Dyewood Co., Ltd. 66	Golden, Ltd. (Color-Match) 54
Brown, N. C., Ltd. 66	Goodman, George, Ltd. 38
Burroughs Wellcome & Co. Price List Sup. Page 1	Goya, Ltd. 27
Burroughs Wellcome & Co. Interleaved Edit., 291	Graesser-Thomas, H. W., Ltd. 64
Cannon Rubber Manufacturers, Ltd. 32	
Carnegies of Welwyn, Ltd. Cover iv	Heinz, H. J., Co., Ltd. 1
Colman, J. & J. (Robinsons Baby Foods) Interleaved Edit., 60	Holloway, E. R., Sales, Ltd. 10, 11, 26, 45
Combined Optical Industries, Ltd. 4	Hooper, B., & Co., Ltd. 64
Comfy Curlers, Ltd. 25	Hughes Brushes, Ltd. 29
Costa, G., & Co., Ltd. 25	Hunter, R. F., Ltd. 37
Cox, Arthur H., & Co., Ltd. 5	Ilion Laboratories 68
Culmak, Ltd. 68	International Bottle Co., Ltd., The 44
Cuxson, Gerrard & Co., Ltd. 42	(continued overleaf)



excellent lines
for pain relief
—superbly packed

**SOLUBLE COMPOUND
CODEINE, B.P.**

24's in foil. Also in tubes of 20

PARACETAMOL

12's in clear foil, and in bottles of 25 (C.O.B.)

SOLUBLE ASPIRIN, B.P.

24's in foil. Also in bottles of 30 and 100 (C.O.B.)

May we send you samples and trade prices?

Please write to :
**ARTHUR H. COX & CO. LTD.
BRIGHTON • ENGLAND**

INDEX (cont.)

James, Samuel & Co., Ltd. (Mavala)	38	Ransom, William, & Son, Ltd.	39
Johnson & Johnson (Gt. Britain), Ltd.	24	Reckitt & Sons, Ltd.	43
Kalium Products (Redditch), Ltd.	8	Regna Cash Register Co., Ltd.	17
Kellys, John (London), Ltd.	68	Remington Electric Shavers, Ltd.	Interleaved Edit., 278
Kigu, Ltd.	Inset	Riddell Products, Ltd.	8
King Development Co., Ltd.	Interleaved Edit., 272	Roberts Chemists (Bond Street), Ltd.	65
Lake & Cruickshank, Ltd.	Cover iii	Robinson & Sons, Ltd. (Paddi & Paddi Pads)	56
Lastonet Products, Ltd.	34, 56	Robinson Bros. Cork Growers, Ltd.	64
Laughton & Sons	7	Rochdale Metal Products, Ltd.	20
Lenton Products, Ltd.	62	Roche Products, Ltd.	Interleaved Edit., 57
Lincoln Chemicals, Ltd.	Interleaved Edit., 292		
Lord, Cyril, Ltd. (Mimosept)	30, 31		
Macdonald & Son, Ltd.	9		
McEwen, Leonard, Ltd.	62		
Macfarlan Smith, Ltd.	Cover ii		
Medexport Smolenskaja-Sennaja	65		
Monogram Electric, Ltd.	33		
New Croydon Rubber Co., Ltd.	16		
Orridge & Co.	Classified Section		
Peboc, Ltd.	64		
Pharmaceutical Specialities (May & Baker), Ltd.	Front Cover		
Pifco, Ltd.	46, 47		
Precision Engineering Co., Ltd.	38		
		Sanger, Ltd.	Interleaved Edit., 282
		Scholl Manufacturing Co., Ltd., The	21
		Silber, J. J., Ltd.	2
		Smith Kendon, Ltd.	12, 13, 14
		Societa per Azioni Industrie Agricole Meridionali ..	68
		Sorelle, Jean, Ltd.	35
		Stergene, Ltd.	40
		Surgical Equipment Supplies, Ltd.	8
		Tedson, Thornley & Co., Ltd.	36
		Thirsk Equipment Co.	36
		Thornton & Ross, Ltd.	20
		Unichem, Ltd.	15
		Vitamins, Ltd.	16, 41
		Whisper Cosmetics	6



**SETTING
MIST**

Bonus OFFER
10% Discount on
all orders of
one dozen or over

RETAIL 5/9 · WHOLESALE 33/8 · TAX 18/6

For that lasting, soft-as-a-whisper finishing touch to their hair

WHISPER COSMETICS · 175 BOW ROAD · E.3. Tel: ADVance 5546-7

Enormous Christmas campaign



compacts by

Stratton
SEPT—DEC

From September to December, Stratton Compacts are to be promoted for all they're worth (and they're worth a lot in extra profits)—in a nation-wide advertising campaign reaching a total readership of over 35,000,000.

Thousands of gift-buyers within a mile or two of your shop will see Stratton advertisements... bring them in with eye-catching, practical Stratton Display Aids.

ORDER STOCKS FROM YOUR WHOLESALER NOW

Display material direct from—Laughton & Sons Ltd.
Warstock Road, Birmingham 14.

BEWARE OF IMITATIONS!—THERE IS ONLY ONE STRATTON

RIDDOVYDRIN ELIXIR

A NEW PREPARATION SPECIALLY COMPOUNDED TO
MEET WITH THE NECESSITY OF A POTENT SYRUP TO
RELIEVE ALL FORMS OF COUGHS ASSOCIATED WITH :—

ASTHMA, BRONCHITIS and INFLUENZA
CONTAINING VITAMIN C

ONE SIZE ONLY — 3oz. CARTONED PANEL

UNSUITABLE FOR CHILDREN UNDER 14

RIDDELL PRODUCTS LIMITED

RIDDELL HOUSE · 10-14 DUNBRIDGE STREET · LONDON, E.2
AND AT MANCHESTER

PHONE: SHO 7254-5-6



EXTRA-TAIL *for HORSE or PONY!*
COMPLETE PROTECTION FROM FLIES AND OTHER INSECTS!

At last, here is the perfect product for all who love their horses and have their well-being at heart. In the easy-to-apply aerosol pack, Extra-Tail is the complete answer to the sad sight of continuous tail-swishing on a hot day. Just spray your animals' heads and backs for instant protection from flies and other insects—use it in the house, stables and byres too! This is the latest of the Kalium range of products and is one which we believe will be an immediate winner considering the likelihood of another hot Summer and the forecast that we are going to have trouble from wasps this year. Stable size 12 oz.—11/6. Pony size 6 oz.—6/6. Available from Saddlers, Riding Schools and Veterinary Chemists.

KALIUM PRODUCTS (REDDITCH) LTD.
 ADELAIDE STREET, REDDITCH, WORCS.



This new, plastic syringe case, specially designed for the new B.S.I. 1619 Insulin Syringe, is pocket-size and spirit-proof. Polythene washer and retaining spring hold syringe firmly in the spirit. For syringes up to 2cc size.

SURGICAL EQUIPMENT SUPPLIES LTD
 WESTFIELDS ROAD, LONDON, W.3

SES

A WINNER

FROM
MACDONALD'S *

CARTON-PACKED

FILM-WRAPPED

HEAT-SEALED



*Makers of Certor
Surgical Dressings*

Another dressings winner!

No finer packs in their own class than Macdonald's Household Cotton Wool. Bold, modern design. Three assorted colours (red, purple and turquoise). Heat-sealed film wrapping. *Everything* a good pack should have. No wonder it has received such a welcome from the chemist!

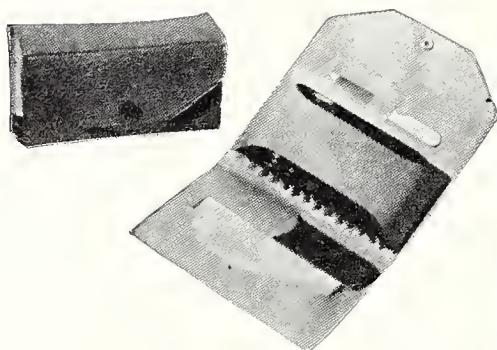


Macdonald's Cotton Wool offers these Profit Making Terms

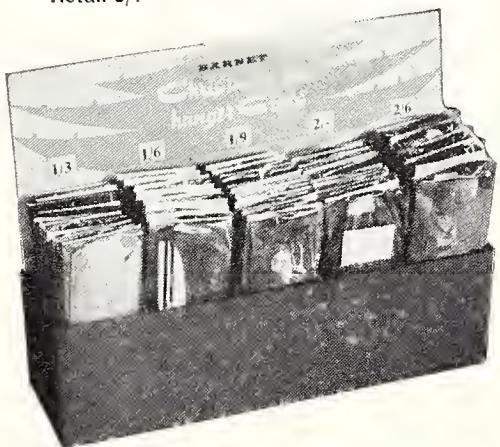
Trade Price: 12/- a doz. (best terms)

Retail Price: 1/6 each gives 33½% on returns.

This pack also qualifies for normal dressings annual or parcel discounts.



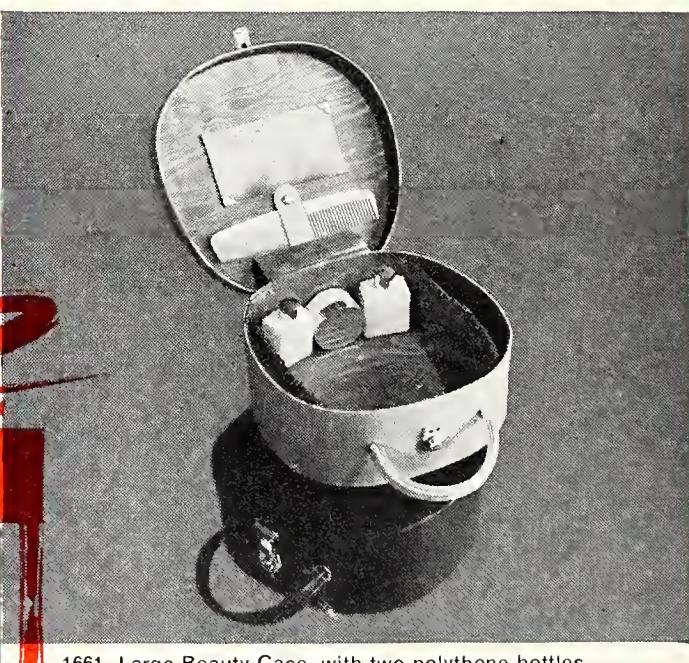
No. 523 Foldover case containing hair brush, mirror, comb and nail file.
Retail 8/7



R10 A Christmas counter display
5 different lines — price range
from 1/4—2/6



518 Travel case, containing hair brush, dressing comb, shoulder brush, nail file orange stick, two polythene jars and bottle. Retail 17/8



1661 Large Beauty Case, with two polythene bottles and jar, comb and fitted mirror. Retail 63/10



Examples from
the Fitted Case
range. Ask your
wholesaler for
full details.

578 Vanity manicure set
containing scissors, nail
file, three matching
fitments, cloth brush, comb
and mirror. Retail 15/3

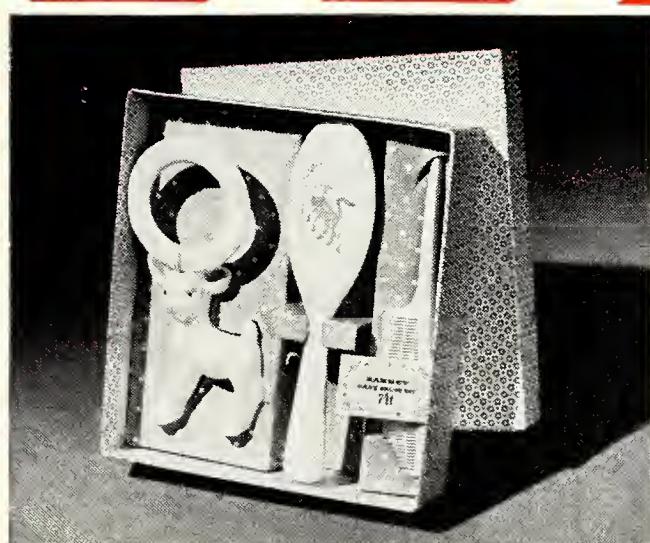


BARNET HAVE A GIFT FOR GIFTS WHICH SELL

Your wholesaler will show you the complete range of BARNET BRUSH SETS



A35
BARONET
Military
brush in
attractive
window pack
supplied in
Shell, Black
or Ivory
Retail 4/11



A25 Baby Set. Brush, comb, rattle/teething ring white decorated pink or blue. Retail 8/1



A13 Duette six piece, two tone brush with comb, cloth brush and three manicure fittings. Retail 13/2



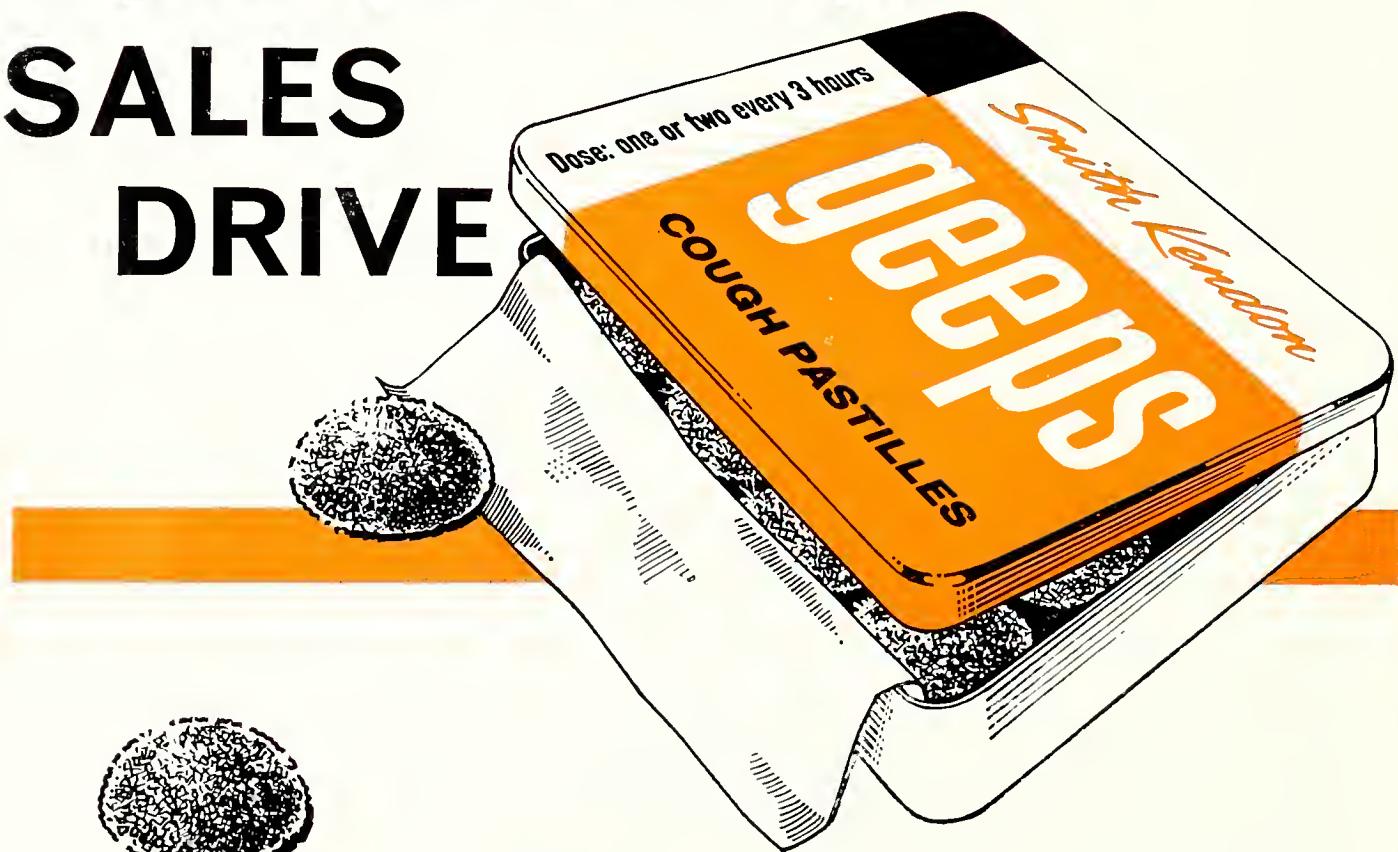
A65 Diana two piece. Brush and dressing comb. Retail 10/1



A62 Florette three piece. Brush, comb and trinket box. Retail 13/9

Smith Kendon announce

BIG AUTUMN SALES DRIVE

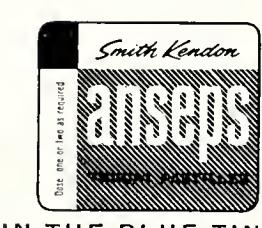


SPEARHEADED

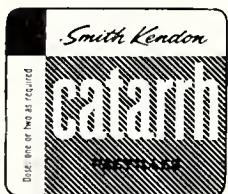
by Geeps Cough Pastilles in their bright, newly-designed tin...

SUPPORTED

by Anseps Antiseptic Pastilles and Smith Kendon Catarrh Pastilles—both packed in tins of distinctive new design...



IN THE BLUE TIN



IN THE GREEN TIN

and the Smith Kendon Pastille and Lozenge products included in the order form on the facing page.

SPECIAL BONUSES

for the 'COUGH & COLD' season

GENEROUS TERMS Orders for goods listed below will be accepted on the following generous terms:

CASH DISCOUNTS per gross on assorted orders:

- 1 gross— 6/- (Bonus 6/-)
- 2 gross— 8/- (Bonus 16/-)
- 3 gross— 12/- (Bonus 36/-)
- 5 gross— 12/6 (Bonus 62/6)

13 TO THE DOZEN When Geeps are included in an assorted order this product carries an additional Bonus of 13 to the dozen.

14 TO THE DOZEN When Geeps, Anseps and Catarrh Pastilles are included in an assorted order they will carry a special Bonus of 14 to the dozen.

In addition, our normal retail monthly discount of 7½% will also apply.

This Bonus offer, which is to the Retail Trade only, ends on 31st October, 1961.

BONUS ORDER FORM

Ibs.	dozen		Ibs.	dozen	
X		GEEPS			Black Currant Iodised Throat
X		ANSEPS			Bronchial
X		CATARRH			Cherry Bark
		LOZENGES			Children's Cough
		Altoids			Eucalyptus and Menthol
		Compound Bismuth B.P.C.		X	Folks
		Brompton Hospital (Black)			Gee's Linctus B.P.C. P.I.
		Bronchial "Anti-Fog"			Glycerine & Thymol Cryst/Clear
		Iodised Throat			Honey Glycerine & Lemon
		Linseed Liq. and Chlorodyne			Hospital Antiseptic
		Magnoids			Linseed Liq. and Chlorodyne
		PASTILLES			Notoids
		Benoids			Red Gum and Menthol
X		Black Currant and Glycerine			

STOCK! SHOW! SELL!

Geeps, Anseps and Catarrh Pastilles in these compact, eye-catching display outers.

AT THE SAME TIME—
REPLENISH YOUR STOCKS
OF SMITH KENDON'S OTHER
LINES BY USING THE
ORDER FORM OVERLEAF

**FILL IN
AND POST
TODAY!**

Smith Kendon

ORDER FORM

The goods listed below carry our normal retail monthly discount of 7½%. Carriage paid on all orders valued £3 and over.

DOZEN		GLUCOSE BOILED SUGARS	doz.	LIQUORICE PRODUCTS
8 oz.	16 oz.			
			X	Cyphoids (1 oz. tins)
			X	Glycoids
			X	Primoids
doz.		DIABETIC PRODUCTS	doz.	OLIVE OIL
X			X	2½ oz. Bottles Primrose 0.0
X			X	5 oz. Bottles Primrose 0.0
X			X	10 oz. Bottles Primrose 0.0
X			X	20 oz. Bottles Primrose 0.0
X				
Galls.		MISCELLANEOUS	X	OLIVE OIL in bulk

**USE
ORDER FORM
OVERLEAF
FOR
SPECIAL
BONUS
OFFER**

Postage
will be
paid by
mith Kendon
Htd.

SECOND FOLD HERE

No Postage
Stamp
necessary
if posted in
Great Britain or
Northern Ireland

BUSINESS REPLY SERVICE
Licence No. S.E. 644

SMITH KENDON Ltd.
132, BOROUGH HIGH STREET,
LONDON, S.E.1

THIRD FOLD HERE AND TUCK IN

**YOUR NAME AND
ADDRESS HERE**

NAME.....

SUIT OR IT RACE ALONG DOTTED LINE



BENEFITS WHOLESALE

UNICHEM, as its many supporters know to their advantage, is no ordinary pharmaceutical wholesaler. First of all, the UNICHEM service is available only to independent retail chemists and is dedicated to the furtherance of their common interests. Secondly, it is a non-profit making organization in that all profits accrued through its trading activities are returned, in one way or another, to its supporters. Thirdly, UNICHEM is controlled financially and in policy making by retail pharmacists only. Small wonder that a recent invitation for enquiries brought such an overwhelming response as to limit temporarily further enlistment of 'UNICHEMISTS' in certain areas. Just look at these advantages:

unichem

UNICHEM LTD., BROADWATER ROAD, LONDON, S.W.17
TELEPHONE: BALham 1151

all this free ...

- * The UNICHEM Ethical Products List is packed with vital information. UNICHEM experts are ready to advise on all shopfitting problems.
- * The UNICHEM Information Bureaux of Pharmaceutical, Technical and Business Administration are exclusively available.
- * 'UNICHEM News and Views'—free monthly—keeps you abreast of events. Covers all aspects of pharmaceutical and business practice.
- * Selling aids and specially designed show material help boost your sales. An agency in profitable 'Valkem' and 'Valmore' proprietaries could also be yours.

... and a rebate too!

Not only are the UNICHEM services entirely free of charge, but supporters actually receive an annual rebate out of the profits of the company. Last year alone £27,400 was returned in this way.

MILLIONS OF EXTRA SALES!

FOR STOCKISTS OF THE

'Pompette'



SHAMPOO SPRAY

**MORE THAN
10 MILLION READERS**
*will see the Pompette advertising
this year!*

Nationally advertised in the Women's Interest and Home Magazines, this means increased Sales and **EXTRA PROFITS FOR YOU!**

IN 12 NATIONAL MAGAZINES

TRUE STORY/TRUE ROMANCES

SHE · PHOTOPLAY · FLAIR

VANITY FAIR · WOMAN'S STORY

HONEY · WOMAN & HOME

EVERYWOMAN · MODERN WOMAN

MY HOME · WOMAN & BEAUTY

Other **CROYDEX** products include:

JUNIOR SHAMPOO AND BATH SPRAY
Retail 19/6d. (inc. P.T.)

SENIOR SHAMPOO AND BATH SPRAY
Retail 24/9d. (inc. P.T.)

THE NEW CROYDON RUBBER COMPANY LIMITED
36 MITCHAM LANE, STREATHAM, LONDON, S.W.16.
Telephone: STReatham 0171 (4 lines)

Vitamins in Bulk

V
X

Natural & Synthetic Vitamin A
Vitamin B₁ (Aneurine
Hydrochloride B.P.)
Vitamin B₂ (Riboflavin B.P.)
Vitamin B₆ (Pyridoxine
Hydrochloride B.P.C./U.S.P.)
Vitamin B₁₂ (Cyanocobalamin B.P.)
DL. Calcium Pantothenate U.S.P.
Vitamin C (Ascorbic Acid B.P.)
Vitamin D₂ (Calciferol B.P./U.S.P.)
Vitamin D₃ (Oily Concentrate)
Natural Vitamin E
(d-Alpha Tocopheryl Acetate)
(d-Alpha Tocopheryl Acid
Succinate)
(Mixed Tocopherols)
Natural Vitamin E (Feed Grade)
Folic Acid B.P./U.S.P.
Inositol
Nicotinic Acid B.P.
Nicotinamide B.P.

Get your vitamins from
VITAMINS LIMITED

Bulk Sales Dept., Vitamins Limited (Dept. A.A.7),
Upper Mall, London, W.6. Telephone: Riverside 5001
Telegrams: VITAMINS, LONDON, TELEX.

a REGNA

CASH REGISTER

-will serve you best
WHATEVER YOUR
NEED!



Regna-Matic
De Luxe
Model S659Z

The Cash
Register
that pays
for
itself

The choice of a cash register should be governed by the requirements needed in the smooth running of your business. Regna offers you a complete range of cash registers, electrically or hand operated, precision built, attractive in appearance, simple to operate and highly efficient.

In 87 countries throughout the World today hundreds of thousands of retailers depend on Regna Cash Registers for complete cash control.

A Regna representative will be pleased to advise you on the special model for your business.

VISIT OUR LONDON SHOWROOMS:
27 JOHN ADAM STREET, W.C.2 20 PALL MALL, S.W.1

Cash Model
Also available
at £54



REGNA

To the REGNA CASH REGISTER CO.

27 John Adam Street, London, W.C.2

Please arrange, without obligation, for me to see a demonstration of a Regna and/or post further details.

NAME ..

ADDRESS ..

BUSINESS ..

A 9

*Past this
NOW*

THE *Dreamland* DISPATCH

SEPTEMBER 9, 1961



a **NEW**
slant
on an
old
favourite

SEE COL. 2
OPPOSITE PAGE

Is winter starting early?

ADVANCE ORDERING 'HOTS UP' FOR

DREAMLAND'S

NEW SEASON'S RANGE

An extra
5%
discount

REMEMBER!

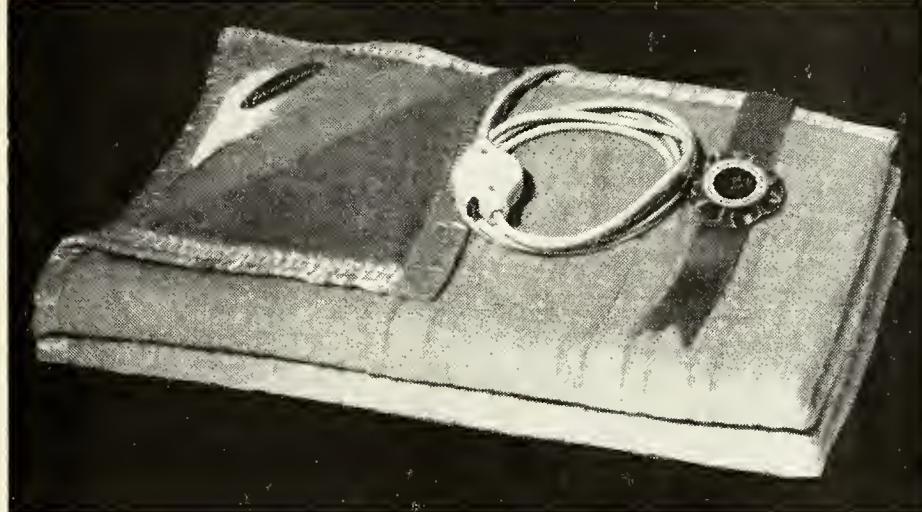
All stockists of Dreamland Electric Blankets get five per cent discount over and above normal trade terms. Definitely a dream of a business is Dreamland!

It's usually holly berries that foretell the onset of winter, but a surer sign seems to be the number of look-ahead retailers busily stocking up with Dreamland Electric Blankets. And why not? In today's affluent society more and more people are coming into the market for this modern form of sleeping luxury and Dreamland's bigger-than-ever publicity drive is going to seize a large slice of the market for

Dreamland Stockists. In addition the Dreamland range for this season includes not only today's most popular electric blanket—the standard model at prices from £5.0.11—but also the new 3-heat Luxury model, priced from £6.14.0, which embodies the revolutionary new 'SAFETY-SEAL' Construction. No wonder orders are flowing in fast—who'd want to miss an opportunity like this!

The inside story of an outstanding Electric Blanket

Dreamland's Luxury 3-heat Electric Blanket with new 'SAFETY-SEAL' Construction means more than a revolutionary technical advance in electric blanket manufacture—it is the ultimate in electric blanket luxury.



Why Safety-Seal?

The name 'SAFETY-SEAL' was given to this blanket because the element is literally 'sealed' between two layers of special foam material. It is entirely immovable, completely insulated in a waterproof 'bed' of foam. No twisting or bending can possibly bring two parts of the element close enough to cause serious overheating. This whole 'foam envelope' is also electronically welded to the soft, fleecy double-sided blanket covering to provide the safest, most comfortable electric blanket ever made.

All-over warmth

The new Dreamland 3-heat Luxury model is a full-size blanket (60" x 30" single bed and 60" x 48" double bed size) and covers the whole bed with evenly distributed heat because the 'foam' material consists of millions of tiny air bubbles which conduct the heat over the whole blanket area.

Two colour appeal

It is not only the inside that marks Dreamland's new blanket as outstanding. Its outside, too, is revolutionary in that it is the only electric blanket made in two colours—Sky blue one side, Coral pink the other, with special means of anchoring the blanket to the mattress. The whole blanket is bound with silver grey satin edging and there's a completely new illuminated 5-position

switch for really flexible control of temperature.

Sales made easy

The DREAMLAND 3-heat Luxury model is packed in a gay, checker-board pattern box that opens up to form an attractive display piece that shows off the blanket to perfection. A special 'SAFETY-SEAL' emblem identifies it as the blanket with 'SAFETY-SEAL' Construction. Without doubt the new DREAMLAND 3-heat Luxury model, priced at £6.14.0 for the single size and £9.14.0 for the double, is going to be the means of introducing thousands of customers to this modern form of bed-time comfort this season. It is a worthy addition to the already popular DREAMLAND range, which includes the DREAMLAND Single Heat models—today's most popular medium-priced electric blankets.



THE AWARD THAT REALLY STARTED SOMETHING

When Dreamland showed their new Luxury 3-heat model at the A.S.E.E. Exhibition at Earls Court in March they knew they were on to something good. But the widespread interest and acclaim won by the new 'Safety-Seal' Construction was greater than even they had expected. The award of the A.S.E.E. Silver Plaque for the year's most outstanding development in domestic electrical appliances was an occasion of great pride for all members of the Dreamland Team and the successful culmination of very many years of hard work, experimentation and sometimes frustration! But the award was only the beginning—since then praise from all quarters has been pouring in and there is no doubt that 'Safety-Seal' marks a significant advance in electric blanket development.

BIGGER DREAMLAND ADVERTISING

Supporting the Dreamland range of electric blankets will be a full scale advertising campaign using large spaces in the National Press and Women's Magazines and TV spots. The biggest-ever campaign for Dreamland Electric Blankets, it carries a bold theme that will create a lasting impression on the consumer. The campaign breaks on October 20th and attractive display material is available to retailers consisting of two full colour showcards, a combined price ticket/showcard, full colour descriptive leaflets describing the full Dreamland range, 2 window stickers and free Dealer Advertising blocks.



Last year's popular 'Sweet Dreams' competition for Dreamland purchasers is re-introduced with an intriguing new pattern. Prizes of two FREE Dreamland 3-heat Electric Blankets—one single and one double bed size—are awarded to the winners, plus Free Publicity in the local press for retailers whose customers win the competition.

10,000,000 Housewife readers will see
 the BIGGEST EVER **Zoflora**
ADVERTISING CAMPAIGN



EXTENSIVE NATIONAL ADVERTISING in selected women's magazines, spearheaded by colour and big spaces in "Woman", with supporting advertising in all the best women's magazines, will create an even bigger demand for Zoflora this season.

ARE YOUR STOCKS ADEQUATE?

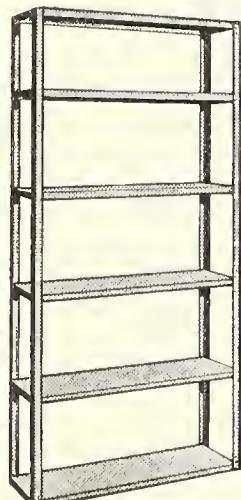
Order now, and ask for attractive display material which will boost YOUR sales. By displaying Zoflora, the original highly concentrated genuine disinfectant, you will create regular and profitable business.

THORNTON AND ROSS LTD • HUDDERSFIELD

TZ 103

STEEL SHELVING

BRAND NEW HEAVY GAUGE



6ft. HIGH x 34in. WIDE x 12in. DEEP
 WITH 6 SHELVES [AS ILLUSTRATED]. **60/-**

FREE delivery within 14 days. Northern Scotland, Ireland,
 I.O.M. carriage forward.

SEND CASH OR CHEQUE WITH ORDER, OR C.O.D.
 ENGLAND AND WALES.

Height	Width	Depth	Shelves	Each	3 or more	Ext. Shelves
6'	34"	12"	6	60/-	58/-	8/-
6'	34"	9"	6	58/-	56/-	7/-
7'	42"	12"	6	86/-	84/-	11/-
7'	34"	12"	6	68/-	66/-	8/-

OR ANY SIZE MADE TO ORDER.

Each shelf will
 hold over 3cwt.

Shelves adjustable
 every 2"

Top quality stove
 enamelled green finish

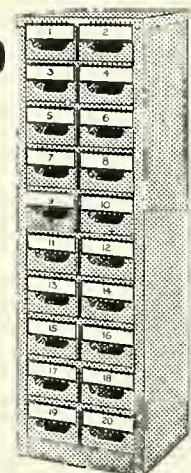
WHITE ENAMEL UNITS 30/- EXTRA.

HANDY DRAWER UNIT

BRAND NEW
 ONLY

£7-15-0

42" high
 13" wide
 12" deep.
 20 drawers
 5" wide
 3" high
 11½" long.



Write now for
 list
 of other sizes.

BUY DIRECT FROM MANUFACTURER: **ROCHDALE METAL PRODUCTS**
DEVON STREET WORKS
 Tel. Rochdale 40070/40078

THE ONE WORD QUALITY

provides the reason for
the public's preference

for



ELASTIC STOCKINGS

"SOFT-GRIP" . . . "SUPERLASTIK"
"NYLASTIK"

All these popular names symbolize the unique combination of support, fit and comfort that characterizes Scholl elastic stockings. When you dispense them you dispense long-lasting satisfaction and you ensure substantial and continuous repeat business.

EFFECTIVE DISPLAY

The well-known Scholl displays command the public's attention in an ethical and convincing manner and bring to your pharmacy your full and regular share of profitable elastic hosiery turnover.

Send for details today

THE SCHOLL MFG. CO. LTD., 182-204 ST. JOHN STREET
LONDON, E.C.1

Tel.: CLErkenwell 3636



STARTING
SEPT 19TH
ON TV



60-SECOND DEMONSTRATIONS IN T.V. MAGAZINE PROGRAMMES SELLING CALGON TO 2 MILLION HOUSEWIVES IN THESE T.V. AREAS

LONDON Sept. 19th Oct. 10th Oct. 17th Oct. 20th Oct. 24th

SOUTHERN Sept. 19th Oct. 3rd Oct. 12th Oct. 19th Oct. 24th
Nov. 1st Nov. 13th

ANGLIA Oct. 5th Oct. 10th Oct. 17th Oct. 24th

YOU'LL NEED YOUR BIGGEST EVER STOCKS OF CALGON Water Softener
IN THIS COUPON TO ORDER THE EXTRA STOCK YOU'LL NEED—ATTACH
TO YOUR LETTERHEAD OR BUSINESS ADDRESS AND—MAIL IT NOW!

To: **DOMESTIC SALES DEPT., ALBRIGHT & WILSON (Mfg) LTD, 1 Knightsbridge Green, S.W.1**

Please send me the following stock
of CALGON WATER SOFTENER

..... CASES OF 24 HANDY TINS

..... CASES OF 3 LARGE ECONOMY TINS

..... CASES OF 8 HOUSEHOLD TINS

..... CASES OF 2 BULK TINS

I ATTACH MY LETTERHEAD/BUSINESS ADDRESS.....

SIGNED



Underpads for Incontinence

Bedtime comfort for incontinent means Johnson's absorbent Underpads. Made of soft, absorbent MASSLINN*, non-woven fabric, over layers of cellulose filler, these easy-to-change underpads absorb at least 12 times their own weight of water. Because they are disposable, laundry bills are eliminated, cross-infection risks reduced and there is less unpleasant work for the nurse.
Available in two sizes.

PRODUCTS TO MATCH
THE SURGEON'S SKILL

Johnson & Johnson
(Gt Britain) Ltd

HOSPITAL DIVISION SLOUGH BUCKS

* trade mark

JJ 28

Comfy HAIR ROLLERS

**MAKE AN
EYE-CATCHING
DISPLAY**

Already an immensely profitable line, Comfy Hair Rollers will sell even faster when customers see these colourful new counter display cartons. Sales of Comfy Rollers, especially those with the crystal nylon brush, are mounting daily. Don't miss the year-round demand this compelling display will create on your counter.

**ORDER NOW
FROM YOUR USUAL
WHOLESALE**



The original American beverage, imported. Aromatic and light-hearted. Made from bran, wheat, molasses.

**INSTANT
POSTUM**

100%
coffee-free

for the over-nerved

Retail Price
4 oz • 3/11d

National advertising supports your
recommending it for a few weeks'
trial to your customers' blessing
and your success.

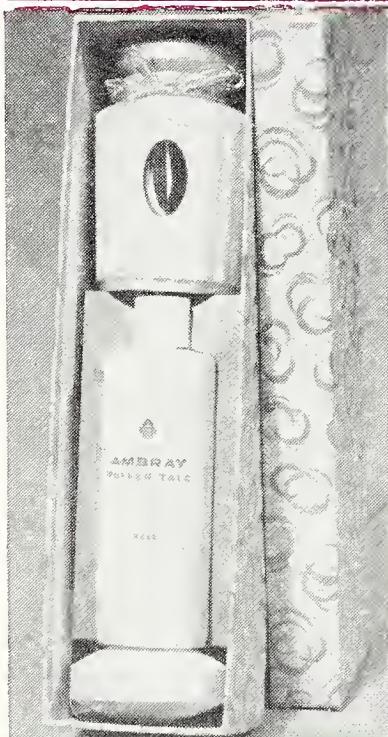


G. COSTA & CO. LTD

STAFFORDSHIRE ST. LONDON S.E.15 • Tel: NEW Cross 3456
Also at:—2 Canning St. Edinburgh • Tel: Fountainbridge 7461



No. 180 Three caskets of Bath Salts in three perfumes. Retail 9/-



No. 184 Bath Salts, Talc
and Soap. Retail 9/7



No. 181 Large casket of
Bath Salts. Retail 5/2



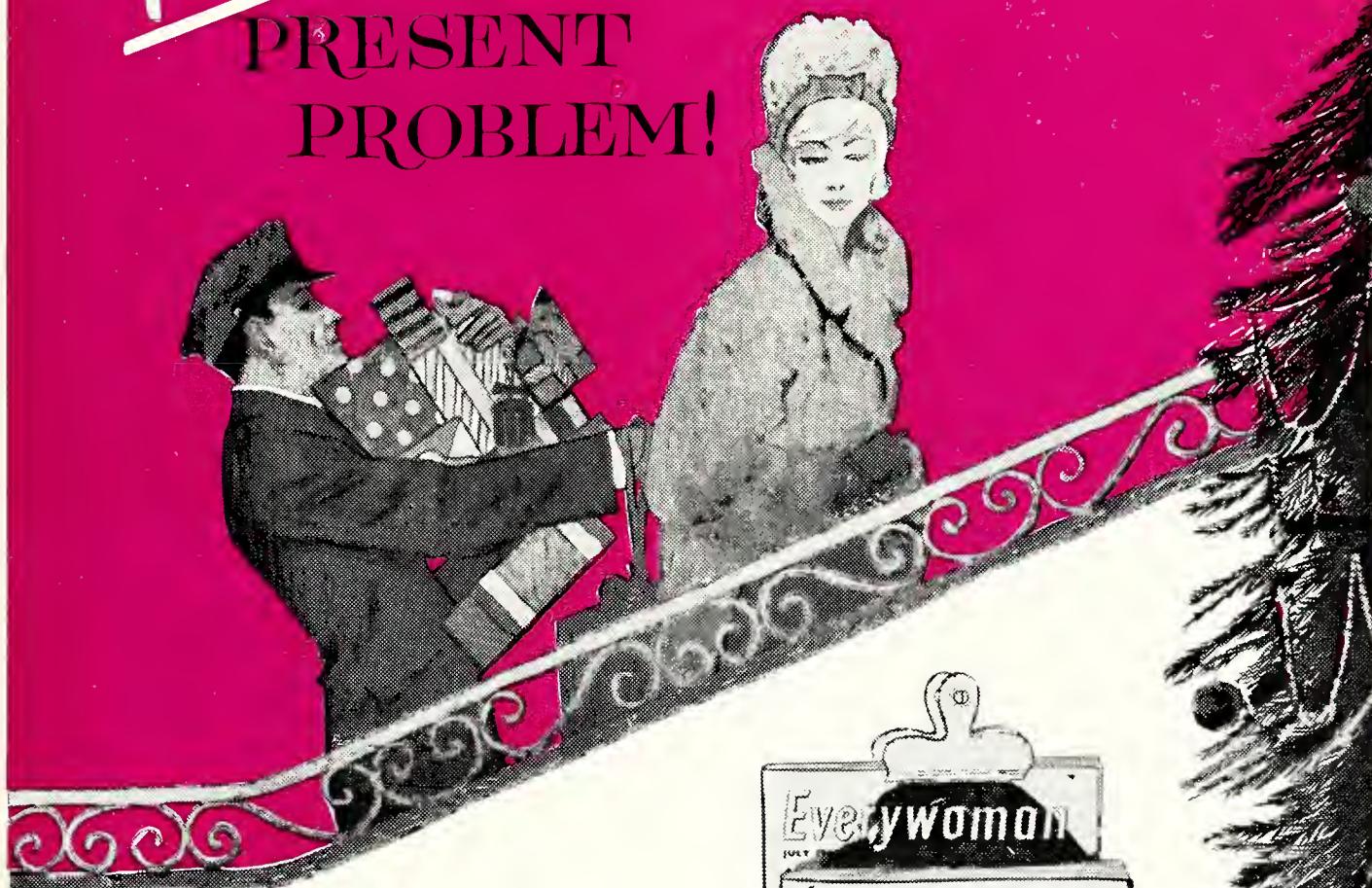
No. 185
Bath Salts and
Talc. Retail 8/1

AMBRAY
toiletries for top Gift
Sales this Christmas

Ask your wholesaler to show you the complete AMBRAY RANGE NOW!

Distributed through wholesalers by E. R. HOLLOWAY SALES LTD. WELWYN GARDEN CITY, HERTS. Phone Welwyn Garden 24444

Goya WRAPS UP that PRESENT PROBLEM!



Whatever the present problem, Goya have wrapped it up—in 25 glamorous Christmas coffrets! And they're telling your customers all about them in the most popular monthly magazines.

Throughout December (peak Christmas buying) back covers in full colour scheduled for:

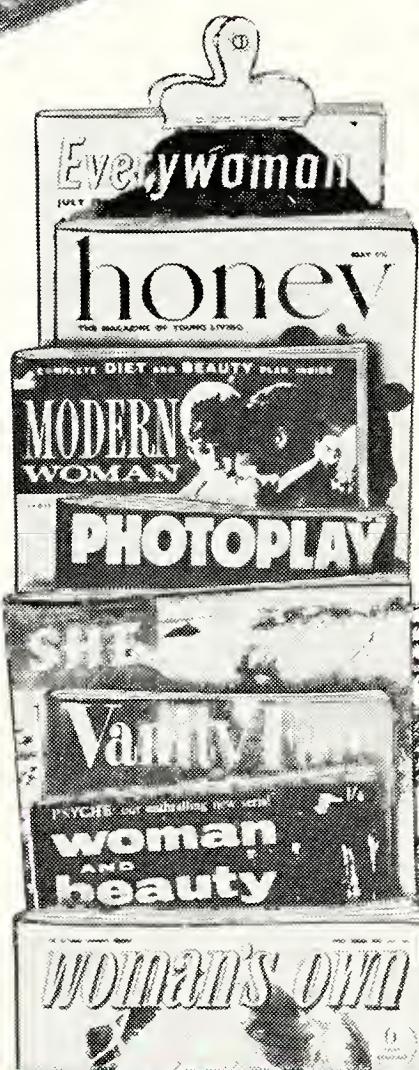
**EVERYWOMAN • HONEY
MODERN WOMAN • SHE
PHOTOPLAY • VANITY FAIR
WOMAN & BEAUTY**

*plus a hard-selling full colour advertisement in
WOMAN'S OWN*

Make sure you have plenty of Goya in stock—you're going to need it!

P.S. Display the gay Goya coffrets in your window and bring more customers into your shop.

GOYA LONDON PARIS NEW YORK



Miss Beatson and her Masterpieces

Just picture top-class products
in Beatson glass containers
with that clean and sparkling look
and there you have products that sell . . .
and sell . . . and sell

BEATSON

Excitingly NEW for Christmas 1961 from Hughes



Here's the Christmas Advertising

BRUSH and SCARF

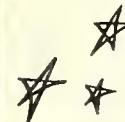
There's bound to be a big demand for this wonderful value two-in-one present this Christmas. Modern brush with contrasting motif in black and white. Just right for smart girls. The brush nestles in full size, pure silk, coloured head scarf in crystal package accented with gilt ends.

Stock up ready for demand. Obtain your supplies from your usual wholesaler.

Smart Girls go ELEGANT



*with
Brush and
Scarf*



The ELEGANT—excitingly new double present for Christmas. Each modern style hairbrush nestles in a pure silk full size head scarf in attractive crystal gift pack accented with gilt ends. Wonderful value for 15/- (including Purchase Tax).

*Obtainable from your
chemist or local store
Hughes -
famous for brushes*



Hughes Brushes LTD
SLOUGH · BUCKS

Mimosept advertising



NOW
THEY
KNOW.

HOW
THEY'L
GO for
Mimosept

A New Luxury
in Sani-Protection

arts in *Woman* this week

Mimosept

ter, whiter,
re absorbent,
deodorized,
originated in Sweden.

lythene packed,
fect sani-protection.



Retail Price
2/6 for 12

(giving you 10d. profit on best terms)



My mummy insists on

MODERN
teats
made by
CANNON
-naturally!

Wise mother! She knows there will be no feeding time temperament because CANNON Modern teats never put a baby off his feed. She can choose from three flow sizes the one that suits her child's preferred rate of feed. All CANNON teats have triple perforation to ensure even, air-free flow, and spiral reinforcement to prevent softening or collapse of the rubber. And CANNON teats last longer meaning fewer new ones to 'break in' — try them and see.

now
appearing
in the mass
NATIONAL PRESS
CAMPAIGN

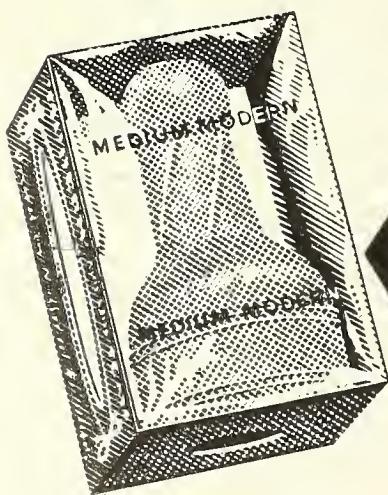
CANNON

MODERN
ANTI-COLIC TEATS
FOR NEAREST TO
NATURAL FEEDING

Road, Tottenham, London, N.17

This year's CANNON campaign now in full swing in the National Press, Women's Magazines, Radio and TV Times and in the Baby Publications.

The advertisements emphasize all the unbeatable qualities that make Cannon feeding 'nearest to natural' and end the feeding time temperament common with inferior products.



Supporting your sales of
CANNON MODERN Anti-colic Teats
The preferred baby teat today!

ORDER NOW TO ENSURE AMPLE SUPPLIES!



NOW THERE ARE TWO!



THE MONOGRAM AUTOMATIC BLANKET with Sleep-Guard THE MONOGRAM ELECTRIC UNDERBLANKET with Sleep-Guard

Now Britain's most advanced automatic blanket has a new partner—the Monogram Electric Underblanket.

This is the only electric underblanket in Britain with *Sleep-Guard**—the amazing control system that provides continuous thermostatic control over the entire heated area. If the blanket ever becomes too warm, *Sleep-Guard* shuts it off automatically. Only Monogram offers you both over and under blankets with the exclusive, patented *Sleep-Guard* circuit!

The new Monogram Electric Underblanket comes in a lovely shade of pink, is 40 inches wide by 60 inches long, and is made of a luxurious heavy wool blend by Dormy. Nylon taffeta binding on all four sides. The illuminated control dial has nine settings. Price (incl. P.T.) £8.12.6.

Note: You can get extra discounts on the Monogram Electric Underblanket for delivery during September and October. You can also combine purchases of the Monogram Automatic Blanket with the Monogram Electric Underblanket to take advantage of higher quantity discounts.

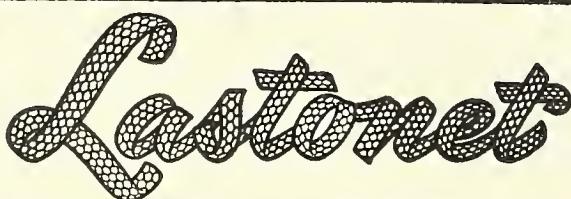
Address all orders and enquiries to Sales Office:

MONOGRAM ELECTRIC LIMITED

CHANCERY HOUSE, 53/64 CHANCERY LANE, LONDON, W.C.1 TEL: CHANCERY 6302

**SO MANY
OF YOUR
CUSTOMERS
SUFFER
FROM
VARICOSE VEINS**

ADVISE THEM TO WEAR

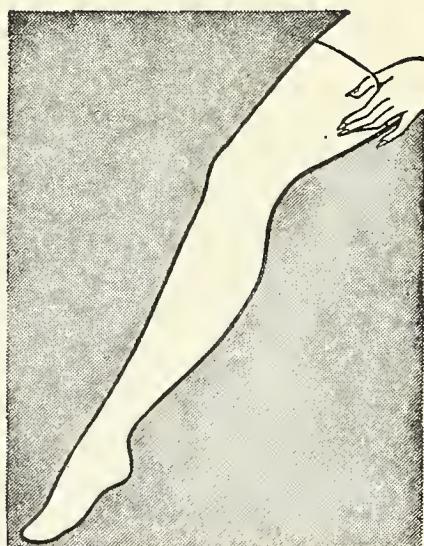
The logo for Lastonet, featuring the brand name in a stylized, cursive font. The letters are filled with a repeating diamond or mesh pattern, giving them a textured appearance.

This is really *sound* advice—Lastonet stockings are of the coolest, firmest and most comfortable elastic net imaginable and are made to measure.

STANDARD ELASTIC NET STOCKINGS

They are available within 3-5 days from receipt of your order and can be supplied against prescription under the N.H.S.

**LASTONET PRODUCTS LTD.
CARN-BREA CORNWALL**



Sorella

novelties are money-spinners !

Champagne Bubble Baths and Bath Salts

Luxuries at tempting prices . . . irresistible novelty . . . pretty packaging with a touch of genius . . . These are the facts that keep SORELLA bath-time luxuries high on every woman's Christmas gift list. And 13,245,591 advertisements in the best-read women's weeklies will help to boost your sales this season. All these popular and influential journals will help our sales drive — and yours too!

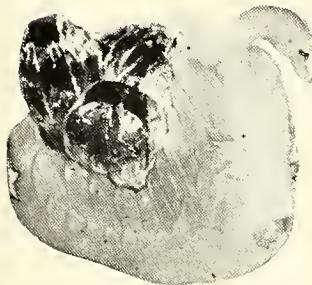
Country Life
Everywoman
Flair
Honey
Housewife
The Lady

Modern Woman
My Home
The Queen
She
The Tatler
Tit-Bits

Today
Vanity Fair
Woman
Woman & Beauty
Woman & Home
Woman & Shopping

Woman's Journal
Woman's Mirror
Woman's Own
Woman's Realm

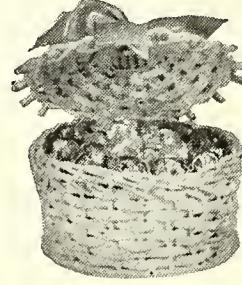
Please 'phone or write for our representative to show you our wonderful range of specialities in their clever presentation packs. Here we can show only a few.



SO. 3. Plastic SWAN filled with 6 delightfully perfumed Bath Salt Tablets; assorted in 5 colour combinations. Boxed individually. NEW THIS YEAR, Black and Silver, and Black and Gold Swans, most attractive combinations. Cost 28/6 per dozen. P.T. 55%. Retail 4/11.



SO. 104. Plastic PELICAN carrying 6 delightfully perfumed multi-coloured Bath Salt tablets. Boxed individually. Cost 28/6 per dozen. P.T. 55%. Retail 4/11.



SO. 101. Round WICKER-WORK BASKET containing 18 egg-shaped tablets. A most attractive gift. Also HEART-SHAPED BASKET (SO. 102) same price. Cost 90/- per dozen. P.T. 55%. Retail 15/6.



SO. 37. New GRECIAN VASE made of pearlescent plastic in pink, blue and green pastel shades containing Bubble Bath Powder. Most elegant gift. Cost 33/10 per dozen. P.T. 27½%. Retail 5/-.



SO. 51. New PYRAMID PACK containing 3 Miniature size bottles, one of each perfume, Champagne Bubble Bath. Cost 32/2 per dozen. P.T. 27½%. Retail 4/9.



SO. 10a. STANDARD size SORELLA Champagne Bubble Bath, sufficient for 6 baths. Choice of 3 perfumes. Packed in cut-out cartons. Cost 39/- per dozen. P.T. 27½%. Retail price 5/9. Other prices 1/6, 2/11, 8/3 and 12/11.



SO. 10. New POSIES DEVON VIOLETS: a bunch of 7 perfumed Bath Salt tablets decorated with artificial violets, in a beautifully printed box. Cost 27/- per dozen. P.T. 55%. Retail 4/7.



SO. 5. Attractive WICKER FLORAL BASKET containing 7 Bath Salt tablets. Decorated with artificial flowers and silk bow. Individually boxed. Cost 40/6 per dozen. P.T. 55%. Retail 6/11.

Order from your Wholesaler, or direct from :
JEAN SORELLE LIMITED, 21-22 Turle Road, London, N.4.

Telephone : ARChway 2736/2771

Telegrams : Promella, Finspark, London

Manufacturers of the original Champagne Bubble Bath

*A reminder
for your 'wants list'*

fa / a pen

REGD.

*Your wholesaler has it
in a carton of 100 foil pack
tablets at 5s. net;
and in a wallet of 10
foil pack tablets
at 7s. 6d. net.*



417

DUNCAN, FLOCKHART & CO. LTD., EDINBURGH 11

A SURE
SELLER IN
'61 . . . 
NYLON PILE MITT



Already popular, a soft hygienic mitt ideal for bathing baby and for women's deep cleansing beauty routine.
In Pink and Blue.
Retails at only 5/11
Trade Price 48/- per doz.



are supported by National Advertising

TEDSON, THORNLEY & CO. LTD. (CD) ROCHDALE, LANCS

6 ft. DISPLAY COUNTER

**£27. 10. 0.**

or £6. 10. 0 down and 12 monthly payments of £2.

Make the most of your displays with this handsome counter. Sliding glass doors and adjustable shelf. Light oak finish.

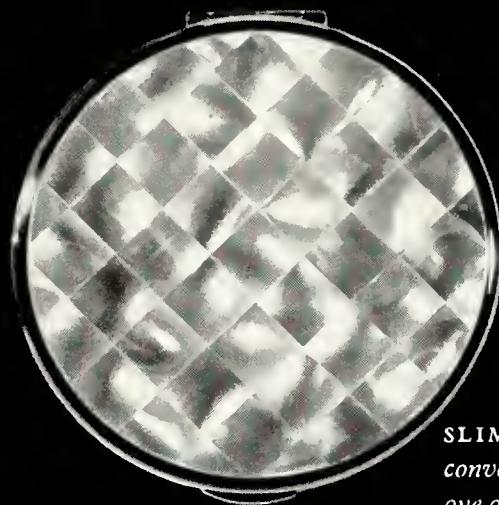
Dimensions : 72" long, 36" high (including 6" legs), 24" deep.

Delivered free by our own van to all areas

Send for Illustrated Brochure

THIRSK

EQUIPMENT COMPANY LIMITED. Dept. C.D., 741-743 Garratt Lane, London, S.W.17. Tel : WIMbledon 2291 (4 lines)



SLIMLINE
*convertible,
one of this
season's best
sellers.*



GIFT HEART
*another 'shape
that sells'
another Kigu
success.*

COMPACTS by
KIGU
of LONDON

Compacts by KIGU of LONDON are made by craftsmen with a life-time of experience behind them. This traditional Kigu quality, plus expert new marketing, is a combination that makes—and meets—demand. For even greater sales this year, contact your wholesaler and see for yourself his range of compacts by

KIGU of LONDON.

Convertible

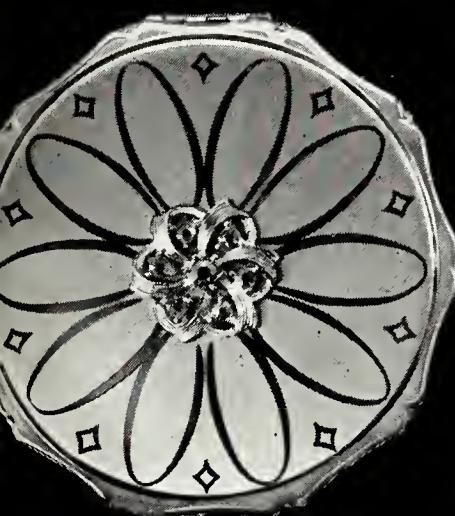
COMPACTS by
KIGU
of LONDON

introducing the new

Feminine, formal, these 1961 additions to the wonderful KIGU of LONDON range of compacts are a tribute to the artistry and skill of Kigu craftsmen.

The selection illustrated is of necessity only a very limited one. Your wholesaler will be pleased to show you a much wider variety. Ask today...ask to see the Mayfair compacts by KIGU of LONDON.

617-02 MJ
(Actual Size)



617-531 MJ



617-133 SP

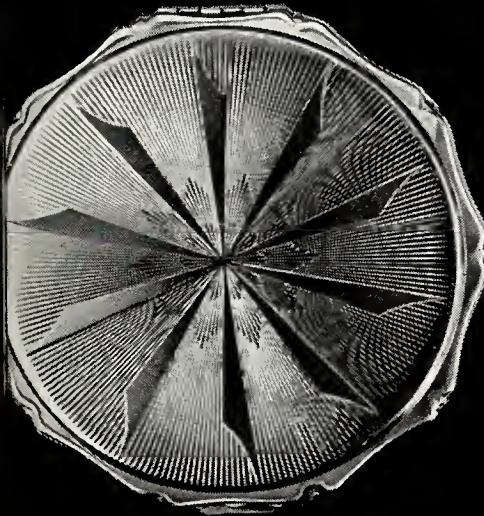


617-630 F



617-139 SP

MAYFAIR *lines*



617-ETX



617-30



The new KIGU OF LONDON Buyers' Guide is now ready. Complete this coupon or pin it to your letterhead to make sure of receiving your copy of this profusely illustrated publication.

YOUR NAME.....

ADDRESS.....

CD 4

Post today to KIGU OF LONDON,
Waldo Road, N.W.10.



617-85



085



04755



17-31



121-01



89-85



77-07 GSP

PRESENTS by
KIGU
of LONDON

for *Christmas . . .*

A BRIEF selection from the Christmas range of Kigu creations.
The gift season is the biggest Kigu season and Kigu have an
unparalleled 1961 range of matching compact, cigarette case
and lipstick sets and musical compacts.

SEE THE Kigu-for-Christmas selection now at your wholesaler.
And ORDER in good time for Christmas sales . . . extra sales.

KIGU OF LONDON · WALDO ROAD N.W.10

PATERSON 150 WATT PROJECTOR



**SHOW
YOUR CUSTOMERS
COLOUR AT ITS BEST**

SELL THEM PATERSON

NEW HINGED FLIP-UP LID. For instant battery insertion. No time-wasting screws to undo! Just flick open the hinged lid—drop in batteries—snap shut again. The job is done!

NEW PHOSPHOR BRONZE SPRING CONTACTS THROUGHOUT. For trouble-free service. "Coiled-spring" battery contacts for steady even illumination every time.

NEW SUPER-BRIGHT ILLUMINATION. Exclusive high efficiency bulb and specially designed reflector. MUCH BRIGHTER illumination yet the new Majorview uses only two U.11 type batteries.

NEW MODERN DESIGN. In extra thick plastic. Gives the Paterson Majorview the good looks and quality "feel" that will sell itself on sight.

PLUS the same Paterson features you already know! Big lenses for comfortable viewing of upright or horizontal slides without edge "cut-off." New transparent lens cap which doubles as a stand for table viewing. Suitable for all 35 mm and 4 x 4 cm. slides.

PRICE 52/6

FOR ALL 2 x 2 SLIDES
including BANTAM & 4 x 4

THE PROJECTOR THAT HAS FEATURES THAT REALLY MATTER

OPTICAL SYSTEM incorporating aspheric and plano-convex condensers in conjunction with a silicone monoxide coated reflector and f/2.8 fully coated projection lens collects all the light available and gives an astonishing screen brightness—equal to many projectors using lamps of much higher wattage.

EXTERNAL LAMP ADJUSTMENT. An exclusive Paterson feature which ensures that the Projector lamp is exactly aligned with the optical system for maximum efficiency and light output.

EXTRA COOL RUNNING. Big ventilating grille and double thickness heat filter ensure that valuable slides are absolutely safe from heat damage. Side gate temperature measured by accurate thermocouple reaches only 65° C after fully warming up.

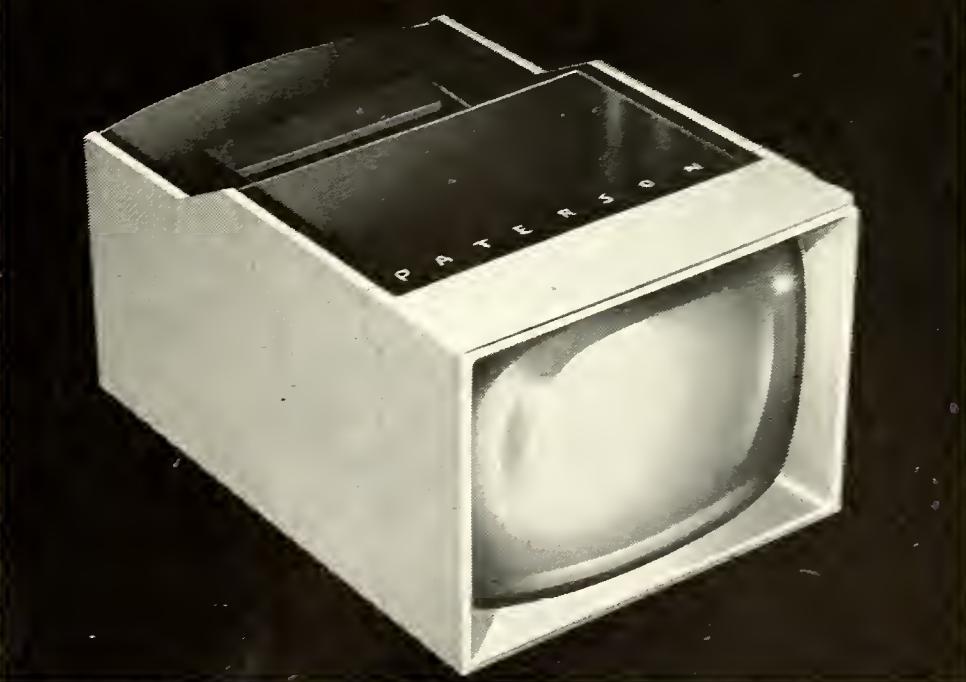
RAPID SLIDE CHANGE. By sliding knob on top of the projector gives a much more rapid and natural action than the conventional "push/pull" method from one side.

SMOOTH FOCUSING. Silky smooth and positive focusing with height control knob handily placed immediately below the lens, controlling a spring-loaded elevator plate.

**FOR ONLY
£11.19.6**

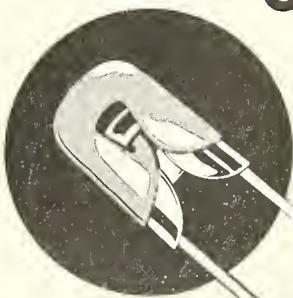
150 watt lamp extra £1.1.9.
Carrying Case 37/6

PATERSON **NEW MAJORVIEW 35**



Made in England for Sole Distributors: R. F. HUNTER LTD., Celfix House, 51-53 Gray's Inn Road, London, W.C.I
Telephone: Holborn 7311-2-3.

GOODMAN'S

SNAP-LOCK

THE NAPPY
PIN that sells
on **SAFETY!**

- * Double safety cap means it can never open accidentally

- * Never rusts

- * Attractive cards of 3 pins for 1/- and 5 for 1/6, retail



REGULAR ADVERTISING

starts in September in six national magazines read by expectant mothers and mothers with babies — stock up now!

ORDER NOW THROUGH
YOUR WHOLESALER

GEORGE GOODMAN LTD, BIRMINGHAM 28

TURN BIG PROFITS WITH THE

It's new!



Garrard

DISPLAY TURNTABLE

NEAT · EFFICIENT · ROBUST · ONLY 6" DIAMETER

Runs for long periods without attention. Ideal for counter or window. Carries up to 6 lbs. Supplied clockwise or anti-clockwise. 200/250 volts A.C. (Orders treated as clockwise unless otherwise specified.)

FROM USUAL WHOLESALERS OR WRITE DIRECT
THE GARRARD ENG. & MFG. CO. LTD.
NEWCASTLE ST. SWINDON, WILTS. Tel: SWINDON 5381 Telex: 44271

50/-

11 or over 47/6
101 or over 45/-

The amazing Swiss Product

MAVALA

ELIMINATES
BROKEN AND
SPLIT NAILS



DIAMOND HARD NAILS

immediate Result

21/6 bottle—(a year's supply)

MAYALA CUTICLE CREAM and BASE COAT 18/6 bottle
STOCKISTS:—

Martindales · Sangers · Butler & Crispe

or your usual Wholesaler

Sole Importers: JAMES, SAMUEL & CO., LTD.
30 Hanbury Street, London, E.I.

Tel: BIS 6267

Display & Sell

Waymaster

Stock up NOW
for the Christmas trade

Waymaster

PERSONAL SCALES

RIGHT in price and design! Make sure YOUR stocks are adequate to meet the ever-increasing demand, which will be stimulated by advertisements in Christmastime editions of women's magazines.

Model 618.

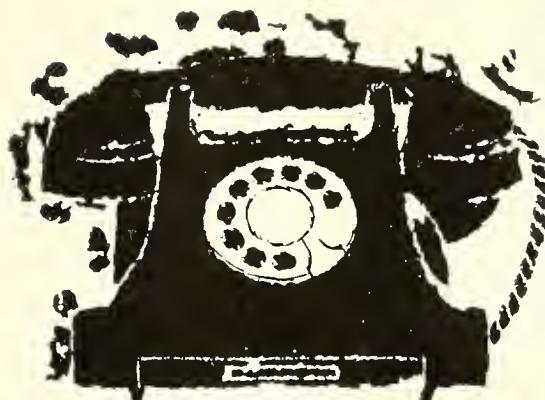
In wide selection of colours.

Retail Price
73/7



Full details of all Scales, including Dietary and Baby weighers from:—

PRECISION ENGINEERING CO (READING) LTD.,
MEADOW ROAD, READING, BERKS. Phone 54011



PROCESSING BY PROXY

Ever considered the advantages of having your own drugs and other raw materials processed on your behalf by Ransoms?



Ransoms have the 'know-how'

With over a century's experience behind them as manufacturing chemists, Ransoms, a completely self-contained family business, have accumulated the specialized knowledge and technical skill that enables them to tackle any processing problem.



Ransoms have the facilities

In their modern pharmaceutical laboratories at Hitchin, Ransoms have the most up-to-date equipment and the expert personnel to ensure finished products of the highest quality.



Ransoms guarantee strict confidence

Ransoms always assure their customers that all dealings will be handled in the strictest possible confidence.

All these benefits are available—at no capital outlay to manufacturers—through the Ransom Trade Processing Service. Just ring Ransoms and let experts attend to the processing of your raw materials. The finished products will conform to the high standards of quality and excellence that have made the name of Ransom universally famous. They will add prestige to your business and credit to your reputation. For 'own-name' proprietaries too, Ransoms provide a complete service from raw materials to final packing.

Trade enquiries invited—just ring HITCHIN 4575

Established 1846

Manufacturing Chemists for over a Century



William Ransom & Son Ltd. Hitchin - Hertfordshire - England



Fine things stay Gay the ^{Bubbly} Stergene way!

—the well-known slogan featured in Stergene's almost continuous large scale advertising.

AUTUMN ADVERTISING BEGINS
SEPTEMBER 11th

TELEVISION

All Stations! Your customers will see frequent appearances of 3 attractive commercials.

PRESS

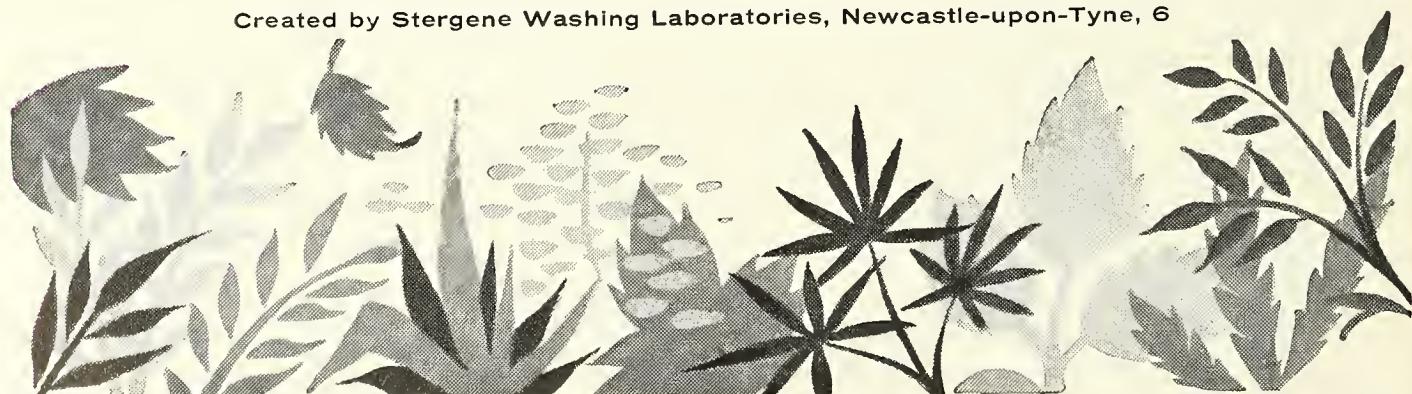
Frequent large space insertions in leading local papers, in areas not covered by ITA.

DISPLAY

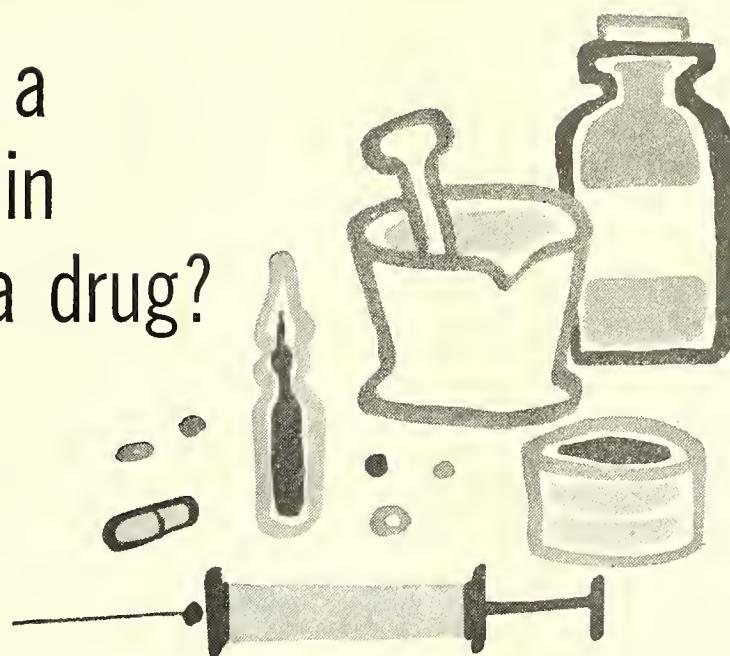
Eye-catching counter display material

6d. PROFIT ON EVERY BOTTLE OF STERGENE YOU SELL (INCLUDING HAN LING ALLOWANCE)

Created by Stergene Washing Laboratories, Newcastle-upon-Tyne, 6



Is a Vitamin a drug?



A vitamin is certainly not a food, since it neither contributes to the structure of the body nor is it oxidised to provide calories.

But, as a vital constituent of foods, it must be termed a nutrient, and in this sense foods containing vitamins are not regarded as drugs. This is the orthodox view taken by the Ministry of Health and expressed at rather greater length by the Standing Joint Committee on the Classification of Drugs.

On the other hand, synthetic vitamins are available in potencies not commensurate with the concentrations in foods. One tablet of aneurnine may contain, for example, 100 mg. or three times the amount of this vitamin normally present in the healthy human body.

And its use? Not as a food but to cure disease. It has, in fact, been shown that whereas a small daily intake in food is enough to protect from a deficiency disease, tissue insufficiencies, whether accompanying deficiency disease or some other manifestation, demand very much more. Therapeutic doses of B₁ may be 100-1000 times the

daily protective level and of vitamin C, 100-200 times.

Is a vitamin then, a drug?

One thing is certain: nobody knows and understands more about vitamins than the research team at Vitamins Limited. Over a long period of years the Company has specialised in the research into and development of vitamins and now produce an unrivalled range of vitamin products, including:

FOR NUTRITIONAL SUPPLEMENTATION

Bemax, Vitavel Syrup, Juvel, Pregnavite.

PRODUCTS OF THE B COMPLEX

Becovite, Besortiss.

PRODUCTS FOR THERAPEUTIC PURPOSES

Parentrovite, Orovite, Tropenal, Dal-Tocol.

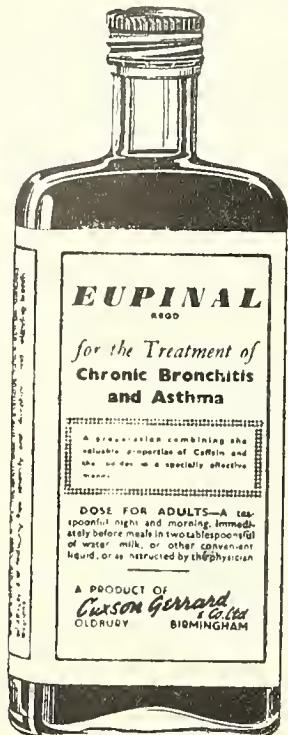
National Health Service

In no case is the cost of a Vitamins Limited preparation greater than, and in some cases it is less than, that of the official equivalent preparation. There is no official equivalent to some Vitamins Limited specialities.



For the full range of products and the price list, write to
Vitamins Limited, (Dept. AA11), Upper Mall, London, W6

For CHRONIC BRONCHITIS AND ASTHMA



Very profitable and regularly repeating counter sales can be built up with Eupinal, a line which has been successfully prescribed for many years.

We have received many letters of gratitude from sufferers who have obtained relief, and recommend you to feature this line prominently during the Autumn and Winter months.

Eupinal contains the valuable properties of Caffeine with those of Iodides in an effective and stable form, and is suitable for children and adults. It is not a sedative and contains no poisons. In addition to being safe, it is effective—relieving mild Broncho-spasm and acting as an expectorant, thus helping to check the course of the disease.

EUPINAL

FROM
CHEMISTS
ONLY

4 ozs. TRADE 28/- + P.T. 7/- + 10% Doz. Retail 4/3 each
8 ozs. TRADE 50/- + P.T. 12/6 + 10% Doz. Retail 7/6 each

Also available with Ephedrine

A PRODUCT OF

Cuxson, Gerrard & Co. Ltd.

OLDBURY, BIRMINGHAM

Prescribed for good looks and long wear

GARDINER'S professional overalls

'PATRICIA' IN NYLON Simple, straight-cut overall with long sleeves and three useful patch pockets. In white satin drill, SW 28/11. W, WX 30/11. OS 33/6. In green, royal, grey, pink or beige fast-dye drill, SW 32/11. W, WX 34/11. OS 37/6. In white, pink, wine, turquoise, salvia blue or primrose nylon, 48/11. Sizes SW-OS.

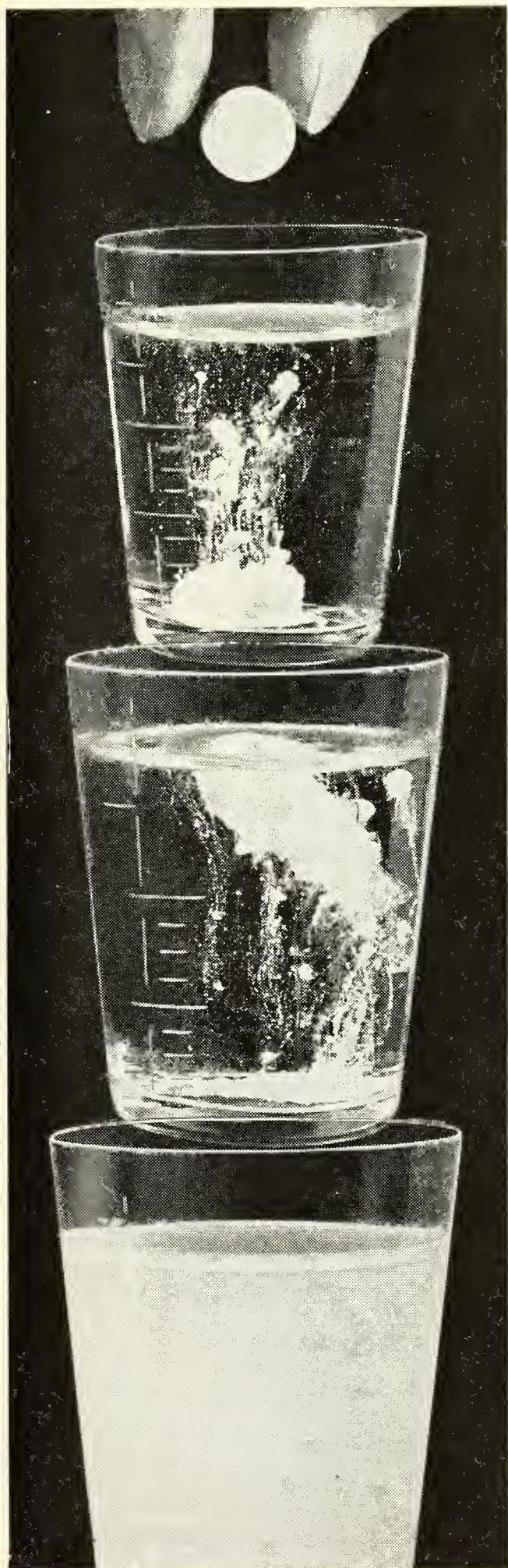
WESTMINSTER Generously cut, well-finished coat, with tailored shoulders and seam back with vent. Two side pockets, one breast pocket with pen division. Side vents to trouser-pockets, vent cuffs. Detachable buttons. In sizes 34"-48" chest—white satin drill 33/11, heavy khaki drill 34/6, grey denim 34/6. In sizes 34"-46" chest—white nylon 64/6.

GARDINER'S

THE OVERALL SPECIALISTS

1 COMMERCIAL ROAD, LONDON, E.1. (opposite Aldgate East Tube Station)
Phone: B1Shopsgate 6751/3. Open all day Saturday. Closed 1 p.m. Thursday.
Also at Deptford House, Deptford Broadway, S.E.8. Tel: TIDeway 1148

Post orders receive prompt attention. Please apply to (Dept. C.D.)

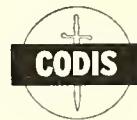


Solprin



NEUTRAL SOLUBLE ASPIRIN

Codis



SOLUBLE ASPIRIN, PHENACETIN AND CODEINE

Cafdis



SOLUBLE ASPIRIN, PHENACETIN AND CAFFEINE

Their place to-day

General acceptance won by Solprin, Codis and Cafdis is due to their aspirin content being soluble and substantially neutral. Consequently, all three are quick acting and are far less likely to upset the stomach.

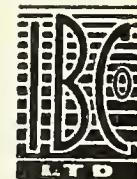
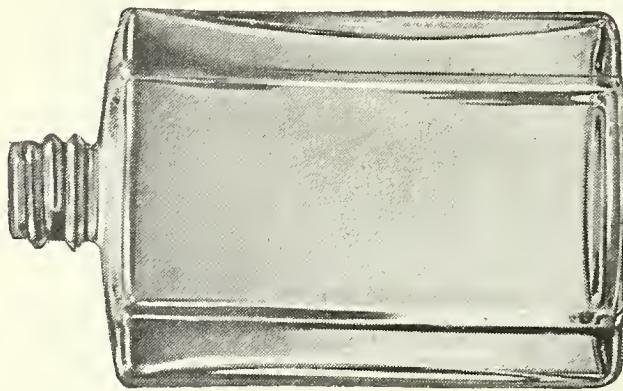
Medical opinion to-day is overwhelmingly in support of soluble aspirin. This is why doctors prescribe Solprin, Codis or Cafdis, and this is why the chemist dispenses them so often.

RECKITT & SONS LTD.
PHARMACEUTICAL DEPARTMENT, HULL



High Quality Glassware

Designers and Manufacturers of



Fill up
your
cabinet
again
and
again
with
BARNET
refills
for
extra
PROFIT



**BARNET
COMBS**
sell
and
sell
from
these
gay
cabinets



E.R. HOLLOWAY SALES LTD
(WHOLESALE ONLY)
BESSEMER ROAD
WELWYN GARDEN CITY
HERTS
TELEPHONE:
WELWYN GARDEN 24444

A LITTLE BIT OF
COUNTER
SELLS
A
LOT OF
BARNET COMBS

ENJOY PEAK PROFITS WITH PIFCO



More than 29 million people will see
PIFCO'S most powerful advertising campaign
ever!—in the National press—in mass
circulation women's magazines.

Step up your sales with the
PIFCO
ELECTRIC FOOT MASSAGER

Brings quick relief to tired aching feet. In cream
and maroon. AC mains only—200/250 volts.

Price £4.5.4d. complete.



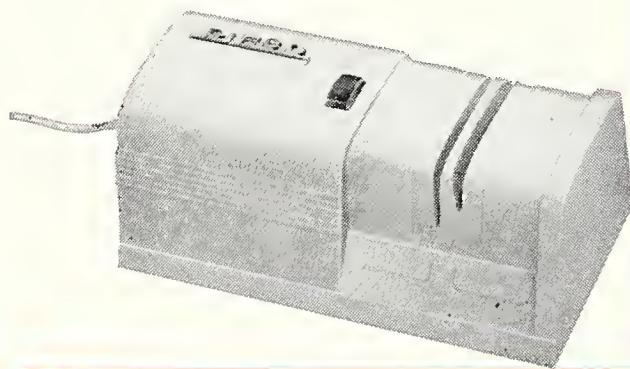
All Housewives hate blunt knives—that's
why they're all customers for the

PIFCO
ELECTRIC KNIFE SHARPENER

Sharp knives make better cooking—
happier eating.

Special angled aluminium oxide grinding
wheels, sharpens both sides of knife blade
at once. Special slot provided for scissors.

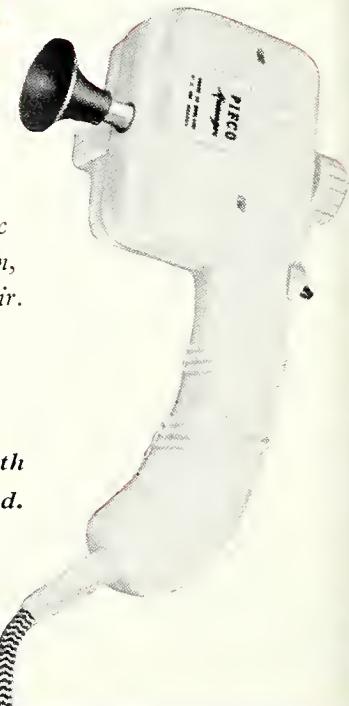
50 watt A.C. motor for 200/250 volts.
Price £6.7.11d. complete.



More and more people are buying the

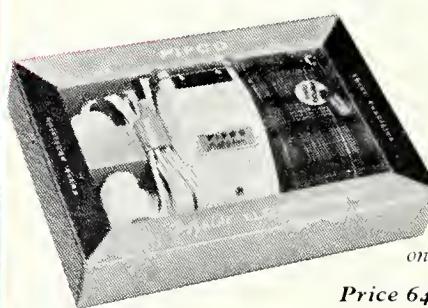
PIFCO
**ELECTRIC
MASSAGER**

Soothes away rheumatic
pain, tones up tired skin,
stimulates scalp and hair.
In ivory plastic.
Six feet flex.



Price complete with
4 applicators 76/2d.

PIFCO
DRY SHAVER
Finest value for money!



'POPULAR'
Now more popular
than ever! Really
wonderful value
for money. Makes
an ideal gift. A.C.
only for 200/250 volts.

Price 64/- complete.

'HOLIDAY'
Powered by U2 torch battery.
Has ultra fine shaving sieve.
Ideal travelling companion for the
10 million men who go on holiday.
PRICE 53/4d. COMPLETE.



'PRINCE DE LUXE'
The only Shaver with 'Varishave' to
adjust speed of cutter to suit your beard.
And the unique 'pop-up' long trimmer,
a spare cutter, also an extra foil sieve.
Dual voltage. A.C. only for
100/120, 230/250 volts.
PRICE £6.7.11d. COMPLETE.

TOP SELLING ELECTRICAL APPLIANCES

PIFCO ELECTRIC BLANKETS

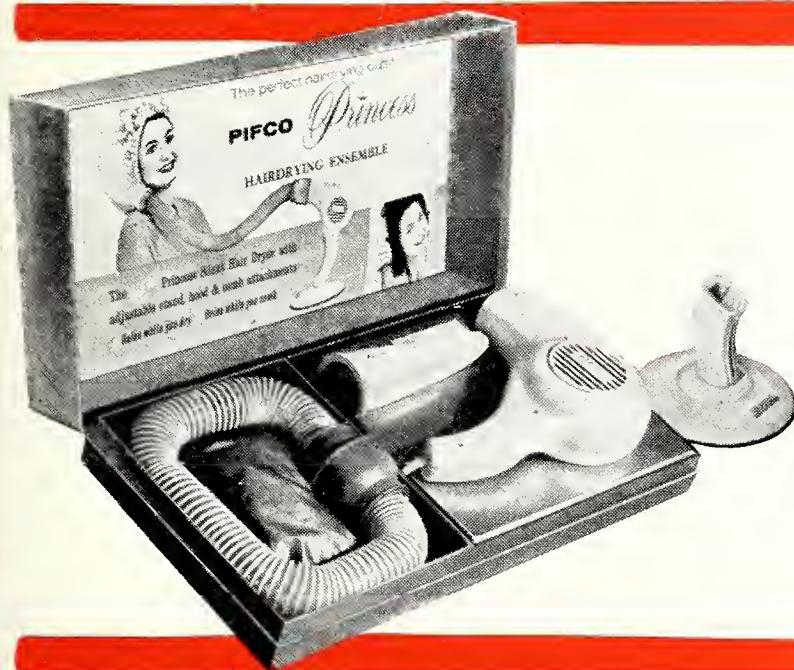
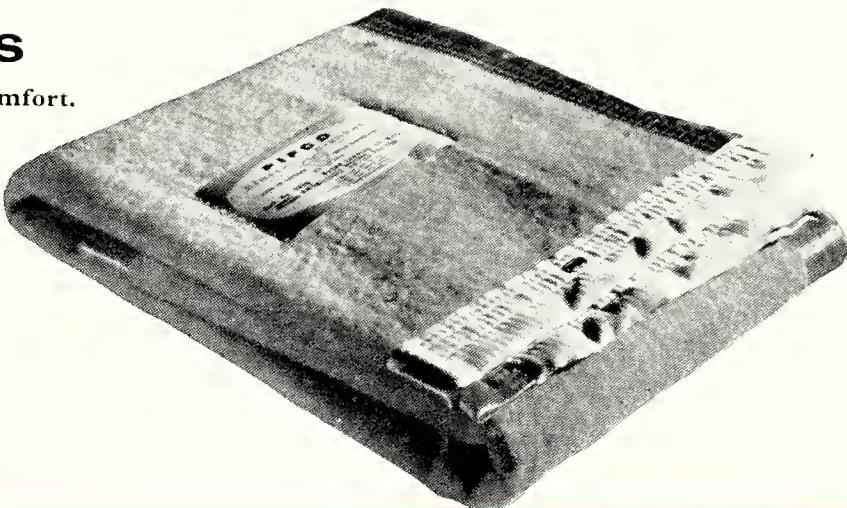
To-day's popular choice for night-time comfort.

Bed-time secret of PIFCO'S success—up to the minute design and proven reliability in the electric blanket field.

Four models cover the whole price range—all awarded Seal of the British Safety Council—Favourite, Celebrity, Popular, De Luxe. Three heat models also available. Price from 66/6d. up.

A Welcome New-comer: the 'All Night' Model.

Low voltage under-blanket you switch on—leave on for continuous night-long warmth. Two independent control units for double bed model. A real boon to your customers. Price complete with control unit, £10.11.8d. Double Size, complete with 2 separate control units, £20.2.0d.



PIFCO PRINCESS ENSEMBLE for better giving

Luxury hairdryer with complete set of attachments. Comprises the Pifco Princess Hairdryer in attractive pastel shades, Adjustable Stand, Hood, Hose and Comb. In lovely Presentation Box. Also the PIFCO Hi-Speed, dries hair fastest of all. AC or DC 200/250 volts.

Price £5.6.6d. complete.

2 Major reasons why the

PIFCO WARMASPHERE will sell into every home.

1. The only fan heater that spreads warmth in a full circle.
2. It provides fresh Summer warmth without being stuffy!

In maroon, blue or ivory—choice of colours.

Price £8.5.0d. complete.







Nearly three million cosmetic users

Two million, nine hundred and twenty-one thousand, or 35% of all women cosmetic users in Britain, are Mirror readers.

That's why MINERS chose Britain's most popular daily to advertise their Taj Eyeliner, Autobrush Mascara and Superliner.

With the Mirror they reach CUSTOMERS—by the million.

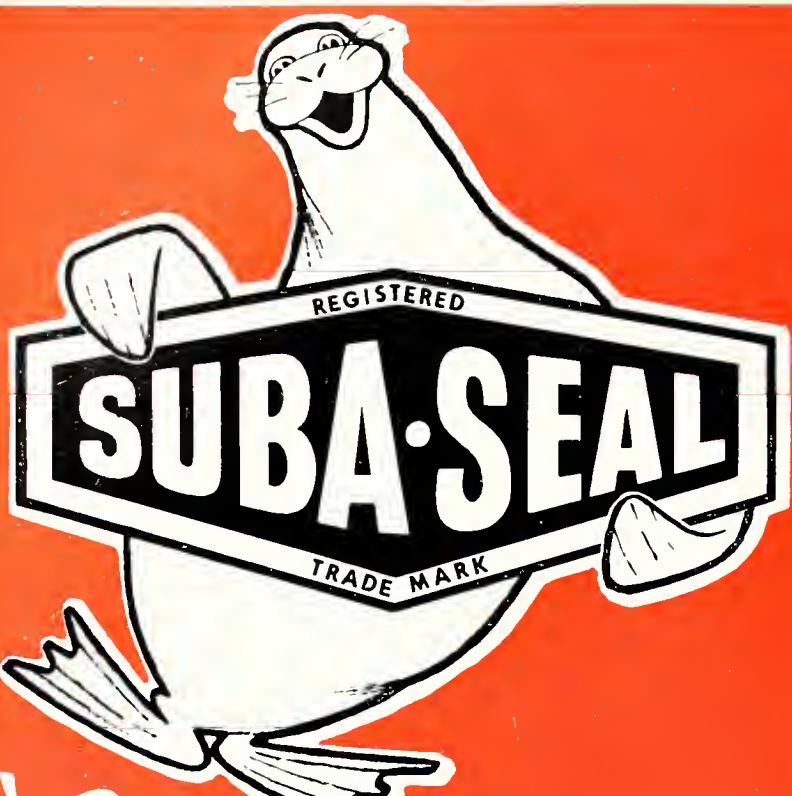
Retailers! Take full advantage of this nationwide campaign. *Display TAJ EYELINER, AUTOBRUSH MASCARA and SUPERLINER.* Make sure customers see you are a stockist.

miners

DAILY MIRROR

PRIME MOVER IN THE COSMETIC MARKET

14,569,000 readers (IPA Readership Survey Jan.—Dec. 1960)



*'Go Happy with
"SUBA-SEAL" THIS WINTER!'*

Colours were never brighter . . . the value never bettered.
In selling "SUBA-SEAL" you are selling QUALITY and
. . . customer satisfaction.

Still . . .
the World's
Foremost
Hot Water
Bottle . . .

STANDARD MODEL
RETAILING AT

SUPPORTED BY
EXTENSIVE NATIONAL
ADVERTISING

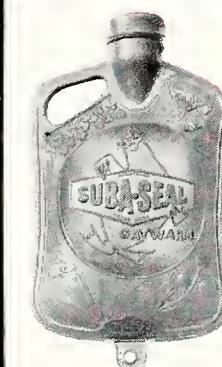
SUBA-SEAL OFFERS A RANGE WITH THE WIDEST



Streamline 8'6



Comet 7'11



Gaywarm 8'6



Dog Toby 7'11



Streamline Cot 3'11



Suba Luxe 24'11

BUILD UP YOUR SALES with "SUBA-SEAL"

★ FOREMOST FOR VALUE
★ FOREMOST FOR SAFETY

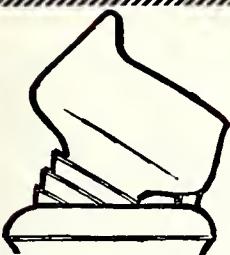
★ FOREMOST FOR QUALITY
★ FOREMOST FOR PROFIT

★ FOREMOST WITH CUSTOMERS

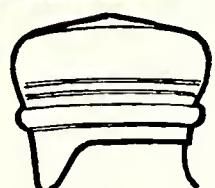
FIRST with the Trade • FIRST with the Public !



THE MOST TRUSTED
HOT WATER BOTTLE



The "SUBA-SEAL" Genuine Original Anchored Closure is the secret of "SUBA-SEAL" safety.



Add the "SUBA-SEAL" pull-over Cap and your customer has "SUBA-SEAL" Super Safety.

76

No one can offer better value for money! Your sales are certain, too, with "SUBA-SEAL"—the Hot Water Bottle customers ask for again and again.

POSSIBLE CHOICE!



Suba Luxe Cot 14'11

Suba-Seal is often imitated —

yet never equalled !

Made by the Manufacturers of the famous "SUBA-SEAL" BABY FEEDING PRODUCTS & "SUBA-MAID" HOUSEWARES

WILLIAM FREEMAN and COMPANY LIMITED
SUBA-SEAL WORKS · STAINCROSS · BARNESLEY · YORKS · Tel. 4081

*See to your Stocks—
ORDER TODAY!*

MADE IN
ENGLAND

BOOTS' 365 TALCUM

filled by **ALBRO**

Yet another important organisation selects ALBRO machines for high output.

The ALBRO 2-head powder-filler illustrated here is being used by Messrs. Boots Ltd. to fill their 365 Talcum Powder.

Operated by unskilled labour, this machine can fill bottles, tins, cartons or drums of up to 1½ lb. capacity at speeds of up to 3,600 per hour, depending on the size of container.

The exclusive vacuum operation ensures completely dustless filling—is so efficient that specially reduced insurance rates are obtainable when powders of a deleterious or abrasive nature are filled.

Other models are available with outputs of up to 7,200 containers per hour.

Ask for details or a demonstration.

**See STAND (Yellow) 219
INTERNATIONAL
PACKAGING EXHIBITION
Olympia-5th-15th September**

ALBRO Filling Machines

for Liquids, Semi-Liquids, Powders & Pastes



ALBRO FILLERS & ENGINEERING CO. LTD.,
WHARF ROAD, PONDERS END, MIDDLESEX

Telephone: Howard 2622 (5 lines)
Telegrams: Albromach, Enfield

BRANNAN

CLINICAL THERMOMETERS LEAD AGAIN **FIRST**

With the
WINDOW
PACK



Ask for Brannan's No. II Type

BRANNAN Clinical Thermometers are available to Registered Pharmacists from the Actual Manufacturers only:—

S. BRANNAN & SONS LTD.
Clinitherm Works,
Dalmain Road, London, S.E.23
and

Cumberland Thermometer Works,
Cleator Moor, West Cumberland

NOW

the only manufacturer
licensed to use the
KITE MARK



The Registered Symbol of the British Standard Institution. The Hallmark of Quality and Craftsmanship.

fashion
Wise

Answer to a SALES GIRL'S prayer

From Fashion-wise D. H. Evans a crisply fashionable coverall that combines flattery with efficiency. Flattery stems from the shirt-neck and reefer tie; slit sides and half belt at back. Efficiency comes from the cool, easily washable Terylene and viscose, in six high-fashion colours — pistachio green, pink vanilla, mocha coffee, rose red, nautical blue or dark persian grey. Hip sizes 36" — 42" 69/6

We invite you to ring Mayfair 8800 Ext. 274 and ask for the buyer for further information

OPEN TILL 7 P.M. ON THURSDAY



D.H.EVANS
OXFORD STREET W.I.

WELLCOME INSTITUTE
LIBRARY

Coll.	WelMOmec
Coll.	
No.	

A new revolutionary shampoo-type hair colouring for concealing GREY HAIRS

Color-Match

trade mark

as easy to use as successful Color-Glo

Over

13,000,000 women

to see

COLOR-MATCH advertising

now appearing in

WOMAN • WOMAN'S OWN

EVERYWOMAN

WOMAN & BEAUTY

MODERN WOMAN

SUNDAY EXPRESS

*Make sure you have a complete range of
Color-Match shades to meet the
immense demand*

*made in six beautiful shades
of brown*

Dark Brown

Dark Warm Brown

Mid-Brown

Mid-Warm Brown

Light Brown

Light Golden Brown

Retail Price 5/8 per bottle

Trade Price 33/2 per doz.

Purchase Tax 18/3 per doz.



A creation of  **L'ORÉAL · PARIS**

Your wholesaler has supplies or you can order direct from GOLDEN LIMITED, London, W.1

Republic of Ireland enquiries to, Lilmar Pharmaceuticals Limited, Santry, Dublin.

'SKYLON'
polythene Feeding Bottles

Obtainable from your usual wholesaler

Now supplied
in this attractive
two colour
printed pack.
Transparent
windows keep
the contents clean
yet visible.

Sterilizing instruc-
tions included
with each bottle.



LOOK....
the ORIGINAL
Polythene Feeder



**RETAIL
PRICE
1'8
each**

ELGAR 6006

Manufactured by

FIBRENYLE LTD

SKYLON HOUSE • PARK ROYAL ROAD • LONDON • N.W.10

JACW/I/31



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and the Pharmaceutical Society of Northern Ireland*

Volume 176.

September 9, 1961

No. 4256

CONTENTS

Aids to Efficiency and Productivity	... 290
Christmas Gift Goods Reviewed	... 271
Colour in the Pack	... 270
Correspondence	... 266
Cumulative Price List	<i>Loose Supplement</i>
Developments in Germany	... 266
Examination Results	... 262
Leading Articles:	
Fully Priced Out	... 267
Maimonides	... 285
New Books	... 287
"Open Shop"	... 268
Pharmaceutical Society's Examinations	288
Sir John Cass College	... 260
Topical Reflections	... 261
Towards Automatic Dispensing ?	... 269
Births	... 264
Business Changes	... 263
Coming Events	... 295
Commercial Television	... 295
Company News	... 263
Contemporary Themes	... 296
Deaths	... 264
Echoes of the Past	... 267
Information Wanted	... 266
Marriages	... 264
New Companies	... 263
New Products and Packs	... 265
New U.S. Drugs	... 270
Overseas News	... 260
Overseas Visits	... 264
Patents	... 296
Personalities	... 264
Print and Publicity	... 295
Trade Marks	... 296
Trade Notes	... 265
Trade Report	... 293
World Trade	... 295

Index to Advertisers, pp. 5 & 6. Classified Advertisements, p. 71

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ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and
Year Book, £2 10s. Single copies one shilling each.

No more Nappy Washing

Why wash nappies? Mother and baby benefit so much with

PADDI AND PADDI-pads

What could be simpler? PADDI, a scientifically designed nappy holder in special soft plastic—adjustable for perfect fitting as baby grows; and PADDI-pads—modern disposable nappies made from cellulose tissue of surgical quality, faced with cotton wool. Velvet soft and extra-absorbent. PADDI-pads reduce the risk of nappy rash, and are highly recommended by doctors and nurses.

Change now to PADDI and PADDI-pads—softest and best yet cost less!

On sale everywhere.

PADDI garment—Small, Medium and Large-5/6d. each Extra Large-6/1d.
PADDI-pads—1/9d. per packet of 10.

FOR FREE LEAFLET WRITE TO
ROBINSON & SONS LTD., WHEAT BRIDGE MILLS, CHESTERFIELD

Eye-catching advertisements attract modern mothers to PADDI AND PADDI-pads

"No more nappy washing" is wonderful news for busy mothers. No wonder they're switching to PADDI and PADDI-pads—the *adjustable* nappy-holder and *disposable* pads. So soft and smooth for baby's skin—so simple for mother.

They will see the advertisements for PADDI and PADDI-pads in many widely read publications—make sure you are ready to meet the growing demand.

PADDI garment Selling price: 5/6d. each.

PADDI-PADS Selling price: 1/9d. per packet of 10.

ROBINSON & SONS LIMITED
WHEAT BRIDGE MILLS, CHESTERFIELD

SURGICAL HOSIERY

THE NEW Lastonet

LIGHTWEIGHT ELASTIC NET STOCKING

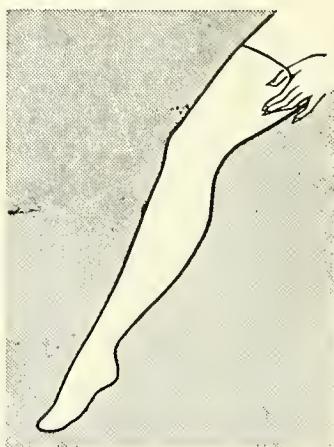
Lastosheer—these new surgical stockings are made of the finest, lightest and most comfortable elastic net imaginable and are made to measure, thus providing your customer with perfect support.

They are available within 3-5 days on receipt of your order and remember, Lastosheer are made by Lastonet Products—the specialists in surgical hosiery.

RECOMMEND THE BEST!

RECOMMEND LASTOSHEER

Lastosheer can be supplied against prescription under the N.H.S.



LASTONET PRODUCTS LTD
Carn Brea · Redruth · Cornwall



The CHEMIST AND DRUGGIST

Volume 176.

SEPTEMBER 9, 1961

No. 4256

Central Sterile Supply NEW HOSPITAL BUILDING NOTE

THE Ministry of Health, in a new Hospital Building Note No. 13 (H.M. Stationery Office, price 1s. 6d.) published on September 2, gives guidance on the design of a central sterile supply department at a district general or teaching hospital.

The proposed unit would serve 800 beds or upwards, with related diagnostic and treatment facilities for out-patients and casualties. Reviewing methods of sterilisation the note states that at present the cost of gamma-irradiation apparatus must be considered too great except possibly for a region or part of a region and goes on to say that "It is . . . unlikely that gamma-irradiation will supersede autoclaves, i.e. high-pressure pre-vacuum sterilisers, as the process is time consuming and unsuitable for repeatedly sterilising some articles, e.g. fabrics." Considering the sterilisation of fluids, the note states that "water for intravenous injection and pharmaceutical solutions is generally sterilised in the pharmacy under the supervision of the pharmacist," and that, "the most reliable method of sterilising fluids for topical use is by sterilising in flasks or bottles in an autoclave. This process will normally take place in the Central Sterile Supply Department and will be quicker when the spray cooling of the flasks is introduced." For the cleaning of "hard" goods such as syringes, instruments, bowls, etc., the Note mentions the possible use of ultrasonic or high pressure jet washing machines. It also suggests that storage space "could be reduced if disposable needles were used and reduced again if disposable syringes were introduced."

Feldberg Foundation

NEW ANGLO-GERMAN LECTURESHIP

A FOUNDATION to endow an Anglo-German lectureship has been established by Professor W. Feldberg, F.R.S. (a senior member of the Medical Research Council's scientific staff at the National Institute for Medical Research). Professor Feldberg set up the Foundation out of funds awarded to him by the Federal German authorities as compensation for professional damages. It will be known as the Feldberg Foundation for German-English Scientific Exchange for Experimental Medical Research, and will be administered by a board of directors consisting of three German and three British scientists. Each year the Board is to award a prize to one German and one British

research worker of distinction, in recognition of which the German recipient will give a lecture in Britain and the British recipient a lecture in Germany. The prize-winners for 1961 are Professor Sir Lindor Brown, C.B.E., F.R.S. (Waynflete professor of physiology, the University of Oxford) and Professor Dr. Herbert Hensel (director of the Physiological Institute, University of Marburg). The German Federal Republic has recently conferred the "Grosses Verdienstkreuz" decoration on Professor Feldberg in recognition of the endowment.

Birmingham "Overspill"

TOWN EXPANSION SCHEMES

THE Government has been considering the problem of accommodating Birmingham's "overspill," and has concluded that combined measures are necessary to provide a solution. Town expansion schemes under the Town Development Act, 1952, are accordingly being encouraged to provide for maximum total populations of about 25,000 for Daventry, 60,000 for Redditch and 100,000 for Worcester. The Minister of Housing and Local Government is also investigating the possibility of building a new town at Dawley, Shropshire.

BIOLOGICAL STANDARDS: Before returning home, a number of delegates to the Seventh International Congress of Biological Standardisation in London during the week ended September 1, visited the headquarters of Glaxo Laboratories, Ltd., Greenford, Middlesex. After being welcomed by the company's managing director (Mr. H. W. Palmer) the delegates toured the biological department, in which exhibits were on display illustrating the company's interests in human and veterinary antibiotics and vaccines. Following lunch, delegates with veterinary interests visited the company's research farm at Harefield, Middlesex. The remainder toured the analytical department at Greenford.



Pepper Supplies

WORLD USING ONE-FIFTH LESS

THE world is growing and using 20 per cent. less black and white pepper than before the 1939-45 war, according to a report published in the July-August issue of the *Bulletin of Agricultural Economics and Statistics*. The report says world production of pepper fell from 83,630 metric tons in prewar years to about 39,000 tons during the war; production in 1959 was 68,000 tons. The reduction was mainly due to the wartime destruction of pepper plantations in Indonesia, since when the biggest world producer has become India, which in 1959 produced 26,720 tons. Still, the increase in production for India and Sarawak had been "insufficient to compensate for a heavy fall in Indonesia and Cambodia." Sarawak, which had a prewar average of 2,400 tons, had increased its production to 8,600 tons. "It is unlikely that total pepper output will differ greatly in the near future from the average of the last three or four years," the note says. The world's largest exporter of pepper was India, which in 1960 shipped 18,740 tons; next was Indonesia with 8,180 tons, while the main importer of pepper was the United States, with the Soviet Union the second largest.

Polio Cases

PROVISIONAL FIGURES COMPARED

THERE were twenty-one new cases of polio (fourteen with paralysis) provisionally notified in England and Wales in the week ended August 26, compared with twenty-five (nineteen with paralysis) in the previous week. In the corresponding week of last year there were

nineteen cases (ten with paralysis). The provisional number of cases so far this year is now 432, compared with 320 in the corresponding period of last year. A comparison of the figures (all provisional) at the same date over the last five years is as follows:—

Year	Total Cases up to 34th Week (Paralytic cases in parentheses)	Cases in 34th Week
1957	3,425 (1960)	363 (188)
1958	1,133 (752)	77 (42)
1959	963 (647)	36 (19)
1960	320 (177)	19 (10)
1961	432 (312)	21 (14)

School-children

A CHANGE IN THE EMPLOYMENT LAW

WHILST there has been no change in the statutory provision that has applied to employees of under school-leaving age under the National Insurance (Industrial Injuries) Act, the Commissioner (the final adjudicating authority) has given a decision that where a child's fifteenth birthday occurs during a school term, he or she does not reach school-leaving age until the end of the term which includes that birthday. Under that decision the liability for industrial injury contributions must now be taken as commencing at the end of the school term following the fifteenth birthday (or on the fifteenth birthday if that falls in the school holidays).

Retail Sales

BOARD OF TRADE STATISTICS

RECENTLY issued Board of Trade figures show that the sales of chemists' goods by independent retailers were 10·9 per cent. higher in July than in June and 4·6 per cent. higher than in

July 1960. Multiple retailers' sales were 7·5 per cent. higher in July compared with June and 7·5 per cent. higher than in July 1960. Sales by Co-operative societies were 4·9 per cent. higher in July than in June and 4·9 per cent. higher than in July 1960. The figures do not allow for receipts under the National Health Service.

"Co-Op" Chemists

SALES SHOW GENERAL INCREASE

THE percentage changes in the sales of 161 representative Co-operative Society pharmacies for the five weeks ended July 1, compared with those for the corresponding period of 1960, were: Midland, plus 7·2; Northern, minus 0·9; North-east, plus 3·9; North-west, plus 1·9; Scottish, plus 6·5; Southern, plus 6; South-west, plus 2·1; West, plus 2·3. The percentage increase for Great Britain as a whole was plus 4·6.

IRISH NEWS

THE REPUBLIC

Annual Pilgrimage

PHARMACISTS AT LOURDES

A PARTY of fifty-five pilgrims, accompanied by Rev. Fr. Doherty, O.M.I., and Rev. Fr. Meagher, S.J., as spiritual directors, flew from Dublin airport on August 3 to make the annual Irish pharmaceutical journey to Lourdes. After participating in the spiritual exercises at the shrine, awards of special silver and bronze medals, in recognition of attendance and devotion to the sick at the shrine, were presented to the recipients by the Rector of the Sanctuary (Monsignor Viscaro). On the return journey the party visited Bartres, where

SIR JOHN CASS COLLEGE

Evening courses for 1961-62

AMONG evening courses available at the Sir John Cass College, Jewry Street, Aldgate, London, E.C.3, in the 1961-62 session are:—

SPECTROCHEMICAL ANALYSIS. Based upon techniques and practical problems of emission spectroscopy, the course consists of twelve lectures (by F. W. J. Garton, B.Sc., A.Inst.P., F.R.I.C.), on Wednesdays from 6-7 p.m. beginning on September 27. Fee, £1.

INDUSTRIAL LAW. A course of twelve lectures (by A. Walton, M.A., B.C.L., Barrister-at-Law) intended primarily for industrial executives and administrators and designed to provide a working knowledge of our legal system and its language, seeking and using legal advice, and those aspects of the law of industrial importance. On Thursdays at 6 p.m. beginning on September 28. Fee, £1.

ADSORPTION SPECTROSCOPY. To be held on Fridays from 6-7 p.m. beginning October 6, 1961. Ten lectures (by A. R. Philpotts, M.A.) with reference to the practical problems of the chemist. Fee, £1.

RADIOCHEMISTRY AND RADIOACTIVITY. On Tuesdays at 6 p.m. and commencing October 10. A course of eight lectures (by A. G. Maddock, Sc.D., Ph.D., D.I.C.) on radioactivity, radioisotopes,

radiochemistry, the measurement of radiation, the preparation of sources for radioactive counting and laboratory practice. Fee, £1.

BREWING MICROBIOLOGY. Six lectures (by A. J. Bunker, M.A., M.I.Biol.) on Wednesdays at 5.30 p.m. beginning October 11. Fee, £1.

EXPERIMENTAL TECHNIQUES IN PHYSICS. A course of about ten weeks duration given (by J. A. Pryde, B.Sc., Ph.D.) on Thursdays beginning October 12. Suitable for students undertaking experimental research work, the course consists of five lectures and five periods of practical work. Fee, £2 10s.

PATENTS AND INDUSTRIAL DESIGN PROTECTION. Eight lectures (by A. Walton, M.A., B.C.L., Barrister-at-Law) on Thursdays at 6 p.m. commencing January 18, 1962.

DISTILLATION. Eight lectures on principles and practice (by G. A. Dummett, M.A., M.I.Chem.E.) on Fridays at 6 p.m. commencing January 19, 1962. The course is intended for industrial chemists and chemical engineers. Fee, £1.

A detailed prospectus containing full particulars of all day and evening courses is available on application to the College secretary, from whom enrolment forms may also be obtained.

Saint Bernadette tended sheep as a young girl; the Benedictine Abbey of Tournay and the shrine at Garaison, situated about forty miles from Lourdes. The party returned home on August 16.

IRISH BREVITIES

EVANS Medical (Ireland), Ltd., are holding their annual dinner-dance in the Grand hotel, Malahide, co. Dublin, on September 14. Reception: 7 p.m. Dress optional.

OVERSEAS NEWS

CEYLON

Gift of Polio Vaccine

A GIFT of 25,000 vials of antipoliomyelitis vaccine from the U.S.S.R. was presented recently by the Soviet Ambassador in Ceylon to the Ceylonese Minister of Health.

AUSTRALIA

Successes Against Polio

The director of the New South Wales Health Services stated on May 17 that antipolio vaccine had been more successful in Australia than elsewhere in the world. Before it was introduced in New South Wales, about 1,500 people contracted polio in a year. In 1960 only about twelve cases were reported. A new vaccine to be introduced in Australia during 1961 will give immunity against tetanus as well as polio.

INDIA

Exploiting Indigenous Sulphur

THE Indian Bureau of Mines has recommended the installation of sulphuric acid plants within a radius of 200 miles of Amjore, in Bihar, to derive maximum advantage from the pyrites reserves there. In India all units manufacturing sulphuric acid are based on elemental sulphur which is now wholly imported. Projects to produce sulphur locally assume great importance owing to the rapidly growing needs of sulphur for the production of sulphuric acid. By 1965-66 it is estimated that India will be importing 400,000 tons of sulphur for this purpose. Studies have revealed that production of elemental sulphur by the Norwegian Orkala process would be economical in India if pyrites are made available at £2 12s. 6d. a ton. Another possibility examined is the establishment of pyrite-burning units as adjuncts to the steel projects. The resulting iron oxide could be used for the manufacture of pyrites and steel. The Amjore deposits form a promising source of sulphur in India, and are estimated to have about 384 million tons of sulphide ore in an area of 48 sq. miles. About 78 million tons of these are proved reserves with an average of 40 per cent. sulphur.

NEWS IN BRIEF

PROVISIONAL Board of Trade estimates indicate a large increase in the retail sales index in July, 118-119 against 114 in June (1957=100).

THE premises of Timothy Whites & Taylors, Ltd., 76 High Street, Maidenhead, Berks, were broken into recently

and £11 17s. in cash, a pair of sunglasses and a camera stolen.

FOR the second time in three months, fire broke out in the factory of Herbert Ferryman, Ltd., manufacturing chemists of Priory Road, Southampton, on September 1. Routine deliveries are not expected to be affected.

THE Minister of Health after consultation with the appropriate organisations has revised the Statement of Fees and Charges issued under Regulation 3 of the National Health Service (Supplementary Ophthalmic Services) Regulations, 1956, from September 1.

IN a fire at the premises of Johnson & Johnson (Dressings), Ltd., Airebank Mill, Gargrave, Yorks, on August 22, damage to raw materials, chiefly bales of cotton wool, is understood to have been extensive. Little damage was caused to the building.

A NUMBER of subject groups are being formed by the Royal Society of Health to bring together members sharing specialised interests. The initial groups cover building and estates, dental health, food and nutrition, medical auxiliaries, ophthalmic, pharmaceutical, public-health nursing and social and welfare subjects.

MINISTRY of Labour figures show that there were 305,243 unemployed persons in Great Britain on August 14, including 34,849 married women and 32,125 school leavers. During the period July 10 to August 14 unemployment rose by 3,800 in the manufacturing industries as a whole and by 2,400 in the distributive trades.

CHEMISTS in Blackpool are reported to have been inundated recently with demands for medicine after thousands of people in the town had been affected by an unidentified virus. Dr. D. W. Wauchob (medical officer of health) said "We don't know what the germ is yet, but most people seem to recover in thirty-six hours."

AN agreement "to co-operate in all matters that arise in the field of health and are connected with those tasks and activities of the two organisations that are in harmony" was signed by the director-general of the World Health Organisation (Dr. M. G. Caudau) and the secretary-general of the League of Arab States (Mr. Abdel Khalek Hassouna) in Geneva on August 22.

THE Committee of Privy Council for Medical Research, after consultation with the Medical Research Council and with the President of the Royal Society, have appointed Professor M. L. Rosenheim (professor of medicine at University College Hospital Medical School) and Professor Wilson Smith (lately professor of bacteriology at the School), to be members of the Medical Research Council from October 1.

A CANTERBURY chemist, Mr. B. A. Porter, M.P.S. (chairman of the local chamber of trade), has appealed to property owners in St. Peter's Street, one of the city's busiest thoroughfares, to support a meeting called to discuss the visual improvement scheme adopted by the city council, which envisages redecoration and improvement of business and commercial premises overlooking the street.

TOPICAL REFLECTIONS

By Xrayser

Changes in poisons

"When customers buy small quantities of arsenic they must be coloured with soot or indigo." So wrote a candidate on one occasion in the examination in forensic pharmacy at the Pharmaceutical Society's Qualifying examination. He did not say that the customer should have a banjo on his knee, but one feels that Mr. Harry S. Pepper would have felt quite at home with the species. How simple and straightforward was the legislation on poisons in the early days of my generation! That thought arose on a perusal of the additions to the Fourth Schedule which appear on p. 234. Here is material for the wet towel and the midnight oil. And while one may sympathise with the student of today, there seems to be scope for reciprocity on the part of the student, for while he may, at the worst, have to make a further appearance before his examiners—at a price—his lack of mastery of the subject does not, as yet, occasion a prosecution in the magistrates' court. I think it is unlikely that I would fall into the trap of supplying carbethoxysyringolymethyl-reserpate or 1-phenyl-2-pyrrolidinopentane; its salts; without a prescription, for I can scarcely imagine a request for them in that form, but in these days of popular science one must be prepared for the unexpected. In view of the rapid production of new compounds today, it takes a considerable time for legislation to catch up, and adequate control may be exercised meanwhile by the discerning pharmacist.

Other changes

Reference to the examinations of the Pharmaceutical Society in the opening paragraph (above) has set a reflective train of thought in motion. I found myself thinking of my own student days of between thirty and forty years ago, and of the envy in which we all held those who had studied and qualified thirty or forty years before that. Our elders had studied for perhaps three months, and had sat an examination which was child's play compared with the exacting and complex test of knowledge we were required to face. It seemed we had reached the ultimate in pharmaceutical education—as, at that time, we probably had—and that our seniors were lucky to be on the register at all. It never occurs to a youngster that the day may come when he himself will be regarded in the same unfavourable light by succeeding generations. Yet, looking back on that generation which qualified before or about the turn of the century, I never cease to be amazed at its general background of education and culture. It may not have had a close acquaintance with, for example, "Laminar Lubricants in Compaction Processes," or the alkaloids of *Voacanga Schweinfurthii* Starf. (to wit, voacamine and vobtusine), but it was extremely well versed in general knowledge and good literature, and was able to hold its own in good company. When, in those strenuous days of little leisure, time was found for the acquiring of such culture, it is difficult to conjecture, but one suspects that the basic education had a breadth and a soundness which opened doors to which the key has been lost in an era of technology and early specialisation. The more I reflect on that generation, the more I find to admire. Its members would have adorned any profession.

Prescribing investigation

The news on p. 232 to the effect that Liverpool University is launching a project to investigate doctors' prescribing and the drug houses' distribution of their products is of interest, and will be of still greater interest to Government departments, since one of the objectives is stated to be to improve the doctor's choice of preparations in prescribing, both from the point of view of effectiveness and economy. One might imagine that research of that description would find ready financial backing from the Government. Much useful information may be collected and made use of in teaching medical students, for it has been held that economies in the Health Service are best brought about by education of the young medical. The terms of reference suggest that results can be obtained only by full co-operation of all concerned.

EXAMINATION RESULTS

Successful candidates in England, Scotland and Wales

THE following candidates have satisfied the examiners in the Pharmaceutical Chemist Qualifying examination held in England, Wales and Scotland in January 1961 (†=certificate withheld pending evidence of practical training or age):—

England and Wales

Achara, E. N., Sunderland
 †Andrews, Christine D. E., Hull
 Ash, Dorothy J., Shotton
 †Aston, B. W., Wednesbury
 †Atkinson, M., South Shields
 Aylwin, Jeannette P., Dawlish
 Bailey, W. A., Bristol
 Bain, E. G., Bolton
 Baker, D. J., Dry Drayton
 Baker, K. C., Banbury
 Barlow, Edith, Cannock
 Barry, B. W., Liverpool
 †Beckett, Mary D., Bolton
 Bedding, Margaret J., Hereford
 †Beetham, Ann, Welshpool
 †Berry, Maureen A., Bolton
 Bissell, Madge, Dudley
 †Blunden, G., Nottingham
 †Bond, A. O., Somerton
 †Bond, L. G., Redditch
 Bourget, J. L., St. Peter Port
 †Boyle, D. J., Liverpool
 Britten, A. R., Northampton
 Bruce, J. C., Darlaston
 †Bryan, Jennifer J., Wigan
 Buckley, M. W., Wandsworth
 Butler, Kathleen M., Birmingham
 †Carter, M. G., Mexborough
 †Cartmel, Myrtle R., Liverpool
 Challinor, C. W., Shrewsbury
 †Cooper, M., Poole
 Cousins, M. H. S., Chatham
 †Cunnah, A. G., Rhyl
 †Curphey, Barbara A., Hull
 Davies, B. A., Birmingham
 †Davis, M. J., New Malden
 Dean, P. B., Oxford
 Delnitz-Lorenc, Christine, Balham
 †Dempsey, G., Barnet
 Densham, C. H., Leicester
 †Denton, J. P., Tunbridge Wells
 Derry, H., Rushall
 Dilley, Barbara A., Sutton Coldfield
 †Dixon, M. D., Strcatham Hill
 Drewry, Margaret J., Cradley
 †Edwards, G. J., Dartford
 †Elphinstone, Mary S. H., Brook Green
 †Espley, I. N., Accrington
 Evans, Brenda M., Cardiff
 Evans, J. G., Corwen
 †Evans, Mari E., Aberystwyth
 Farmer, Ann, Leicester
 †Felton, Myra, Liverpool
 †Fletcher, Anne H., Onchan
 Fox, A. K., Worcester
 Gerred, A. J., Southampton
 Glyde, Ann, Ruislip
 †Gosling, D. A., Bristol
 †Green, Daphne J., Bermondsey
 Griffin, M. A., South Croydon
 †Griffin, W. J., Nottingham
 Gulliver, J. C. O., Ruislip
 †Gwayambade, M. K., Kampala

Hadley, Victoria L., Birmingham
 Haggard, K. I., Tunbridge Wells
 Hamburg, A. B., Leeds
 Harkiss, Ann V., Wakefield
 †Hayes, P., Tipton
 Heathcote, C. J., Bromley
 †Hemingway, Elisabeth J., Sheffield
 †Hines, Margaret G., St. Helens
 †Hoff, Janet P., Boston, Lincs
 †Hopkins, John A., Ventnor
 Horsfield, T. N. R., Barrow-in-Furness
 †Horton, B. F., Tamworth
 †Hudgins, D., Derby
 †Hull, J. A., Liverpool
 Husbands, M. A. S., Attenborough
 †Ingram, Janet S., Nottingham
 Instone, B. C., Newport, Mon.
 Isaacs, C. J. K., Smethwick
 †Jackaria, D. A. S., Highbury
 Keen, B., Acton
 Kempson, M. R., Oxford
 †Kennard, Jean M., Welling
 †Kenny, Daisy J., Burton-on-Trent
 †King, J. E., Balham
 Laidler, D., Wirral
 Lane, D. F., Birmingham
 Levesconte, J. M., Barnes
 †Lloyd, N. M., Penygraig
 Lloyd, P. H., West Bridgford
 Longster, T. R., Prescot
 Mason, Victoria A., Birmingham
 †Mathison, I. W., Finsbury Park
 Meaker, W. C., Kensington
 Mellor, J. S., Stoke-on-Trent
 †Mitchell, J. I., Leeds
 †Mitten, R. C., Midhurst
 †Mold, Patricia M., Weston-super-Mare
 †Morgan, D. P., Oxford
 †Mott, K. M., Weybridge
 Nixon, Julie, Farnborough
 Overton, Norma B., Kings Lynn
 †Owen, R., Caernarvon
 Parker, M. S., Heswall
 †Pearson, Christine M., Leicester
 †Pegler, Elizabeth A., Rugby
 †Phillips, Eileen A., Tipton
 †Phillips, Jacqueline S., New Malden
 Phillips, M. A. W., Birmingham
 Platt, R. T., Wirral
 Poile, D. J., Cranbrook
 †Pollitt, M., Sale
 Pope, J. T., Watford
 Porter, G., Loughborough
 Potter, I. A., Chesterfield
 Poulton, G. H., Birmingham
 †Proffitt, Margaret L., Wolverhampton

Rabbett, J. A., Tunbridge Wells
 †Radford, Jennifer, Dorking
 Ramsbottom, E. J., Parkstone
 †Raper, C., Hounslow
 †Redfern, R. A., Liverpool
 †Rees, D. I., Wotton-under-Edge
 Reeve, B. H., Woodbridge
 †Reid, J., Hull
 †Rigby, C. J., Stoke-on-Trent
 Rollason, R. G., West Hallam
 Rolph, M. J., Wood Green
 †Sampson, C. B., Cricklewood
 †Sanderson, Janet, Lincoln
 Sandhu, Bhopinder S., Chelsea
 †Sealey, Jennifer A., Highcliff
 Sedd, J. D., Sheffield
 †Sharp, Janet M., Horsham
 Slater, J. S., Matlock
 Smailes, A., Newcastle-upon-Tyne
 Smith, Katherine G., Hampton-in-Arden
 †Southall, P. M., Coventry
 Southgate, P. J., Ilford
 †Sparkes, D. A., Wellingborough
 †Spinks, A. G., Norwich
 Squire, Angela, Plymouth
 Stanton, N. B., Barnetby
 Steel, M. R., Leeds
 †Stevenson, Jacqueline J., Bournemouth
 †Sullivan, B. J., Cardiff
 †Sunderland, A. E., Rotherham
 †Sunner, J. H., Liverpool
 Sykes, D. B., Raynes Park
 †Tandy, Barbara M., Bolton
 Tatham, D. O., Guernsey
 †Taylor, A. R., Merthyr Tydfil
 Taylor, N. C., Rugby
 †Templeman, Jennifer, Beckenham
 †Thompson, Grace A., Doncaster
 †Tipper, Mabel E. G., Greenford
 †Turnbull, K., Southall
 †Turner, B. T., Cannock
 Varley, Judith M., St. Neots
 Ward, Angela M., Leeds
 †Warne, Patricia M., Baildon
 Web, Anita J., Wolverhampton
 Webster, W. J., Pengraig
 White, M. E., Dudley
 †Willcox, R. C. J., Stroud
 Williams, A., Wrexham
 †Williamson, A. J., Newchurch
 †Williamson, Carolyn M., Bournemouth
 Wilson, Sandra, Whitley Bay
 Winfield, Pauline A., Darley Abbey
 †Winter, A. C., Manningtree
 †Woodward, Marcia, Gloucester
 Yeates, G. W., Kingswinford
 Young, P. W., Wigan

Scotland

Addae, E. K., Edinburgh
 †Amin, Pranjivan N., Nairobi
 Aplin, Marilyn W., Cardiff

Argument, A. B., Annfield Plain
 †Armour, D. J., Fleetwood
 †Baddon, A. C., Langholm
 Bancroft, J. E., Kilmacolm
 Barnes, Mary, Preston
 Bates, B. P., Dagenham
 Blake, Sheila A., Cardiff
 †Bloomfield, Joceylin M., Hazel Grove
 Bonard, J. B. M., Bradford
 †Bowrey, H. J., Bristol
 †Brass, Edythe J., Leeds
 †Bremner, J. S., Chingford
 †Brickley, A., Cannock
 †Briggs, M. D., Tewkesbury
 Brook, D. B., Mirfield
 †Brown, Madeleine, Newbiggin-by-Sea
 Burns, E. J., Inverurie
 †Ceney, F., Sutton-in-Ashfield
 †Chaston, Susan M., Skipton
 †Christie, W. C., Burntisland
 Clein, E. M., Liverpool
 Colclough, J., Thornaby-on-Tees
 †Collins, M. S., Leeds
 Collinson, M. H., Gainsborough
 †Cook, J. M., Norwich
 †Coulson, P. N., Cambridge
 Coventry, M., Islington
 †Creed, A., Glasgow
 Critchley, I. H. J., Swindon
 †Culley, Joan H., West Hartlepool
 Curtis, M. R., Sturminster Newton
 Davenport, Barbara I., Scunthorpe
 Davies, P. L. M., Sketty
 Day, D. J., Stockport
 Deadman, B., Halifax
 †Delaney, Mary A. S., Dunfermline
 Dowrick, R. F., Plymouth
 †Edmondson, Elizabeth E., Middlesbrough
 †Ellis, M. I., Swansea
 Elworthy, P. H., Newton Mearns
 †Evans, E., Crewe
 Fairweather, S., Dundee
 †Fenwick, Dorothy (Mrs.), Billingham
 Ferguson, Helen M., Cockermouth
 Fisher, J. M., Blackpool
 Fletcher, J. R., Bramcote
 Frith, Frances, St. Helens
 Gilbert, G. A., New Cumnock
 Goldberg, P. M., Edinburgh
 Goodison, G. J., Darlington
 Graham, I., Whitehaven
 Greenwood, Audrey, Burnley
 Grimley, Marilyn M., Liverpool
 Hall, R. C., Hull
 Hanning, Margaret I., Portobello
 †Hardy, Dorothy A. M., Hull
 Hardy, M. G., Wallsend
 †Harris, Elizabeth, Arnold
 Hayward, J. B., Barnet
 Herd, D., Lochgelly
 Hobson, Katherine M., Newcastle-on-Tyne
 Holliday, D. A., Ramsgate

†Hooton, Ann E. B. (Mrs.), Aberystwyth
 Howell, Nyda J., Liverpool
 Hunter, A. B. H., Tillicoultry
 †Isaacs, S. E., Manchester
 †Jackson, Helen M., Bideford
 †Jenkinson, Sybil M., Bradford
 Johnston, Lilian F. F., Glasgow
 Jolly, Ann C., Leeds
 †Khosla, Sarv M., Golders Green
 Kingham, B., Stockport
 Kinghorn, Lilian S., Aberdeen
 †Lawson, Pamela A., Stockton-on-Tees
 Lowen, J. E., Sheerness
 Macbeth, R. L. C., Doncaster
 McDevitt, P. J., Glasgow

McFarlane, A., Glasgow
 McIntosh, A. M., Bo'ness
 Mackay, M. M., Glasgow
 McRoberts, R., Glasgow
 †Marwood, Christine, Durham
 †Maung, Maung, Liverpool
 Melia, D., Rossendale
 Miller, A., Stretford
 Milne, Barbara M., Newcastle-on-Tyne
 Morris, G. H., Leeds
 †Mosley, J. E., Mansfield
 Nichols, Jean, Manchester
 †Nicoll, D., Gateshead
 †Nixon, T. T., Bishop Auckland
 Patel, Chandubhai M., Golders Green
 Patel, Ramchandra C., Mombasa
 Peat, D. M. H., Glasgow

Smith, E., Kirkby-in-Ashfield
 Smith, Moira K., Cleland
 Perkin, E., Barnsley
 Perkins, B., Tredegar
 Phillips, L. J., Aberystwyth
 Pickles, Dorothy, Bradford
 †Potash, Rochelle, Whitley Bay
 †Rees, Gillian S., Hengoed
 Riley, R. J. A., Colchester
 Roberts, Ann M., Glasgow
 Roberts, Christine M., Prestwich
 Roberts, Jean A., Wigan
 Robinson, J. M., Barnsley
 Robinson, N., Newcastle-on-Tyne
 Ross, J. S. O., Lower Largo
 Seales, Dorothy, Wallsend-on-Tyne
 Shackleton, Audrey, Keighley

Sparrow, R. K., Potters Bar
 Spence, Janet L., Edinburgh
 †Stanton, J. D., Halifax
 Stephens, D. G., Bristol
 Summerfield, W., Inverness
 †Sutherland, H. C., Edinburgh
 Swaddle, S. T., Whitley Bay
 †Thompson, Gillian M., Skipton
 Titterington, J., Leeds
 Vyner, P., Leeds
 Walker, W. D., Mansfield, Notts
 Walter, D. H., Bristol
 Ward, W. S., Sunderland
 †Watt, Jean F., Fraserburgh, Aberdeens
 Wilson, R. W. F., Berwick-on-Tweed
 Worrall, Mavis, Leeds
 Wright, E., Berwick-on-Tweed

COMPANY NEWS

Previous year's figures in parentheses

IMPERIAL CHEMICAL INDUSTRIES, LTD.—Mr. W. C. d'Leny has been appointed chairman of the company's Billingham division in succession to Mr. W. J. V. Ward, who died on August 10. Mr. A. R. Milne has been appointed a managing director of the fibres division jointly with Mr. E. B. Abbot and Dr. F. J. Siddle. For health reasons Dr. Siddle will retire from the division board at the end of the year. Mr. C. N. Harries has been appointed a commercial director (overseas) and Mr. D. N. Marvin has been appointed commercial director (home) of the fibres division.

AMERICAN CYANAMID CO.—Sales during the second quarter of 1961 were \$152,724,000 (\$145,401,000) and in the first six months, \$300,907,000—within 2 per cent. of the record \$305,154,000 in the first half of 1960. Dr. Wilbur G. Malcolm (chairman) said the Cyanamid sales performance was generally in line with the gradual recovery of the national economy in recent months. There were declines in the sales of a number of products, principally antibiotics, acrylonitrile and melamine moulding compounds. Reduced earnings for the 1961 period were primarily attributable to some lower sales prices as well as higher research expenditures and increased selling and advertising expenses on a world-wide marketing programme.

F. W. BERK, LTD.—Group profit amounted to £366,894 for the six months ended June 30—virtually the same as in the corresponding period of last year. The directors have increased the interim dividend from 3½ to 4 7/12 per cent., as forecast in April—to reduce the disparity between the interim and final payments. The profit figure for the current year includes the half-year's profits of St. Albans Sand and Gravel, acquired with effect from January 1. Turnover excluding the St. Albans showed an increase of 5·2 per cent. to £4,744,000 over the same period of last year. The lower profits for the six months reflect the "more difficult" trading conditions which now exist and the "considerably" increased costs of running the business, without corresponding increases in sales prices.

Voluntary Liquidations

HARVEY & CO. (CHEMISTS), LTD., 37 Old Brompton Road, London, S.W.17. Liquidator: R. P. Booth, Kimberley House, 14 Holborn Viaduct, London, E.C.1.

NEW COMPANIES

P.C.=Private Company; R.O.=Registered Office

A. BEVERIDGE, LTD. (P.C.)—Capital £7,350. To acquire the business of chemists and druggists carried on by A. Beveridge (Holdings), Ltd., 42 Dartford Road, Sevenoaks, Kent. Directors: Edward Shirras, M.P.S., Alice E. Shirras and Allan W. Pain, M.P.S.

CAPABLE CHEMISTS, LTD. (P.C.)—Capital £100. To carry on the business of chemists and druggists, etc. Directors to be appointed. R.O.: 6 Surrey Street, London, W.C.2.

FAIR GREEN PHARMACY, LTD. (P.C.)—Capital £1,000. To acquire the business of chemists carried on by W. Wainstead at Mitcham, etc. Directors: Robert Cundy, M.P.S., and Elsie Cundy. R.O.: 225 London Road, Mitcham, Surrey.

R. H. FLEMING, LTD. (P.C.)—Capital £1,000. To carry on the business of manufacturers of and dealers in chemicals, medicines, etc. Directors: Ronald H. Fleming, M.P.S., and Marion Z. Fleming. R.O.: 1 North Street, Storrington, Sussex.

C. F. GERHARDT, LTD. (P.C.)—Capital £100. To carry on the business of importers and exporters of and dealers in drugs, chemicals, etc. Directors: Roy G. Archer and William J. D. Gardner, New Era Works, Purley Way, Croydon, Surrey.

HOPKINS (CHEMISTS), LTD. (P.C.)—Capital £2,000. To carry on the business of chemists and druggists and opticians, etc. Directors: Derek R. Hopkins and Gertrude M. Hopkins, M.P.S., Greenways, 154 Walsall Road, Lichfield, Staffs.

G. W. PARSONS & SON, LTD. (P.C.)—Capital £1,000. To acquire the business carried on by G. W. Parsons, M.P.S., at 234 Seaside, Eastbourne, etc. Directors: Gerald W. Parsons, 41 Ringwood Road, Eastbourne, and Anthony J. Parsons, M.P.S.

PROGRESS PACKING (CHEMICALS), LTD. (P.C.)—Capital £1,000. To carry on the business of packers of chemicals, drugs, medicines, etc. Directors: Raymond A. Whitby, Peter E. Gooch, Mary Gooch and Jean L. Whitby. R.O.: Fresh Wharf, Highbridge Road, Barking, Essex.

E. C. SLEEP (DIBDEN), LTD. (P.C.)—Capital £1,000. To carry on the business of chemists, druggists, etc. Directors: Edward C. Sleep, M.P.S., and Jessie Sleep. R.O.: 231 London Road, Waterlooville, Hants. Also E. C. SLEEP (HYTHE), LTD., with similar particulars.

WEMBLEY MEDICINE CO., LTD. (P.C.)—Capital £100. To carry on the business of manufacturing and general chemists, etc. Directors: Kenneth H. Littner (director, Littner & Co., Ltd., etc.), and Muriel Littner. R.O.: 490 High Road, Wembley, Middlesex.

BUSINESS CHANGES

F. MURLEY, LTD., have opened a branch pharmacy at Blackfield, Fawley, Southampton.

J. G. INGRAM, LTD., are removing to 313 Katherine Road, Forest Gate, London, E.7 (telephone: Grangewood 4091), on September 16.

MRS. MARGARET STILES, M.P.S., has acquired the pharmacy of Mr. M. W. Jackson, M.P.S., at Grands Vaux, St. Saviour, Jersey, C.I.

TIMOTHY WHITES & TAYLORS, LTD., have extended their premises at 188 Grange Road, Birkenhead, to include a pharmacy department.

MR. F. B. DRUMMOND, M.P.S., has taken over the pharmacy at South Ascot, Berks, formerly conducted by Mrs. Margaret Stiles, M.P.S.

E. C. SLEEP (DIBDEN), LTD., are opening a pharmacy in the new shopping centre at 2 Merriemead Parade, Dibden Purlieu, Southampton, on September 11.

NATIONAL CO-OPERATIVE CHEMISTS, LTD., have transferred their Basingstoke, Hants, branch to premises in Winchester Street (from 13 New Street).

Appointments

H. J. ELLIOTT, LTD., Treforest Industrial Estate, Pontypridd, Glam, have appointed Mr. B. J. Etherington their marketing manager.

ARMOUR PHARMACEUTICAL CO., LTD., Eastbourne, have appointed Mr. B. W. Aldridge, B.Pharm. (Hons. London), M.P.S., manager of their control department.

WILLIAM R. WARNER & CO., LTD., Eastleigh, Hants, have appointed Mr. A. H. Milne manager of the company's general diagnostic department. Previous to his managerial appointment, Mr. Milne was a Warner representative in Scotland having joined the company in July 1959. Mr. R. H. R. Wilkins has been appointed training officer and will be concerned with the organisation of training programmes for new representatives and a series of refresher courses for men already in the field. Mr. Wilkins joined the company in 1957 as a representative and went on to become Western Regional Manager before being appointed to present post. Recently Mr. D. M. Walker was appointed mana-

ger of the merchandising sales department. Previously, he was a representative for Richard Hudnut.

OVERSEAS VISITS

SIR NORMAN KIPPING (director-general, Federation of British Industries) and MR. JOHN WHITEHORN (deputy director (overseas)), are visiting Japan October 4-21. During their stay they will have discussions arranged by the Keidanren—the equivalent in Japan of the F.B.I.—and will visit a number of Japanese factories. They will also be visiting the British industrial and commercial communities in Tokyo and Osaka.

MR. J. A. MACKENZIE, M.P.S. (managing director, R. P. Scherer, Ltd.), recently returned from North America where he attended the company's first international capsule conference in Detroit, U.S.A., and in Windsor, Canada. The main object of the conference was to pool and to discuss new ideas on research and development. Plans were discussed for the universal marketing of the company's new jet injector, the Hypospray, which enables a hypodermic injection to be administered without the use of a needle. The new dry-fill capsule machine which is expected to be in operation at Slough in 1962, and the embossing of gelatin capsules as a further means of positive product identification, were also discussed.

PERSONALITIES

MR. C. A. RICHARDSON, M.P.S., who has been manager of the Stourbridge, Worcs, branch of Boots, Ltd., since 1931, retired on September 1. Prior to 1931 Mr. Richardson was manager of one of the company's Northampton branches.

MR. WALTER G. FREDELL, Morris Plains, New Jersey, U.S.A., has been appointed assistant secretary to the committee on cosmetics of the American Medical Association. Mr. Freddel has been engaged in research and the development of pharmaceuticals and cosmetics for the Warner-Lambert Pharmaceutical Co., and was previously associate professor of pharmacy at Drake University and teacher at St. Louis College of Pharmacy. A registered pharmacist in several States he holds bachelor and master degrees from the University of Minnesota, with additional graduate training in pharmaceuti-

cal chemistry and pharmacology. He is a past-president of the St. Louis Branch of the American Pharmaceutical Association and of the Society of Pharmacists in Industry.

DR. ROBERT K. S. LIM (director of the Medical Sciences Laboratory of Miles Laboratories, Inc., U.S.A.), who is on a flying tour of world medical conferences, stopped off in London recently to pay a visit to the new premises of Miles Laboratories, Ltd., at Stoke Poges, Bucks. Dr. Lim had just attended an International Congress on Pharmacology in Stockholm as part of the University's jubilee celebrations. After a brief stay in this country he flew on again to Hong Kong. Dr. Lim was born in Singapore and studied medicine in Edinburgh, where he gained his M.B. and Ch.B. degrees. He also holds the degrees of Ph.D. and D.Sc., specialising in physiology. During the war he was director of the Chinese Red Cross and later surgeon-general to the Chinese Republican Army. At the present time he is engaged (in the United States) in basic medical research into the central nervous and gastro-intestinal systems.

BIRTHS

HOWARD.—At Bromley, Kent, on August 22, to Greta, wife of William A. Howard, M.P.S., 30 Bargery Road, Catford, London, S.E.6, a daughter.

MARRIAGES

COOPER—SHARRATT.—At Aylestone Parish Church, Leicester, recently, Nigel David Cooper, M.P.S., 755 Aylestone Road, Aylestone, Leics, to Anna Madeline Sharratt, M.P.S., Arden House, Hickman Road, Brierley Hill, Staffs.

FENNELL—ASHMORE.—At Old Brampton Parish Church, recently, John Brian Fennell, 29 Shaftesbury Avenue, Sandiacre, Notts, to Patricia Ann Ashmore, M.P.S., Hawthorns, Old Brampton, Chesterfield, Derbys.

MARTIN—LAURIE.—At Fishwick Presbyterian Church, Belfast, Northern Ireland, on August 21, John Malcolm Martin, M.P.S.N.I., 46 Strammillis Park, Belfast, to Irene Laurie, 8 Timbey Park, Belfast.

McGOVERN—KEEGAN.—At the Church of the Three Patrons, Rathgar, Dublin, Eire, recently, Padraig J. McGovern, M.P.S.I., Belturbet, co. Cavan, to Cecilia Keegan, Ferrybank, Waterford.

DEATHS

HAMBY.—On August 23, Mr. Fred Hamby, Inglenook, 36 Lowther Avenue, Bispham, Blackpool, Lancs. Mr. Hamby qualified as a chemist and druggist in 1911.

JOHNSON.—On July 7, Mr. Frank Johnson, M.P.S., 4 Croft Road, Withdean, Brighton, Sussex. Mr. Johnson qualified in 1900.

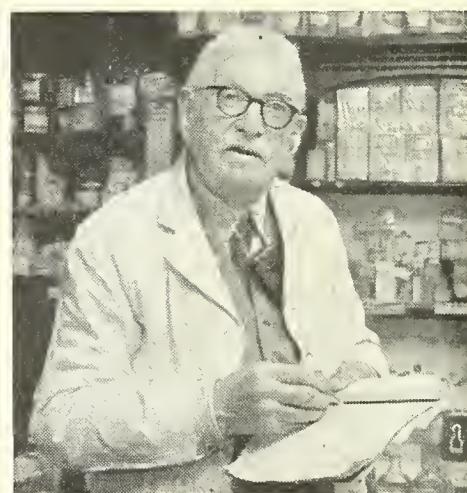
KERR.—Suddenly, on August 28, Mr. Robert Kerr, M.P.S.N.I., F.S.A.O., Coolbrae, Gilford Road, Lurgan. Mr. Kerr qualified in 1920 and had carried on business for many years at 34 Market Street, Lurgan.

LONG.—On August 18, Mr.

Frederick Coleman Long, F.P.S., 29 Cotmer Road, Oulton Broad, Lowestoft, Suffolk, aged ninety-three. Mr. Long qualified in 1891.

O'DONNELL.—On August 20, Mr. John Francis O'Donnell, M.P.S.N.I., 86 Beechwood Avenue, Londonderry. Mr. O'Donnell qualified in 1910 and had been in business in Londonderry for many years.

ONYON.—Recently, Mr. Ellis Atkin Onyon, M.P.S. The Vinery, Eye, Suffolk, aged ninety-six. Mr. Onyon, who was almost certainly the oldest working pharmacist in the country, qualified



in 1920, and shortly afterwards began in business in Broad Street, Eye. He decided to retire in 1947 and the business was sold later that year, but he was soon undertaking locum work. When nearly ninety he bought another property in Church Street, Eye, and opened a pharmacy there. He was mayor of Eye thirteen times and during November 1959 completed fifty years' membership of the Eye borough council, of which he was an alderman for many years. He was a member of the East Suffolk county council for over thirty years.

SIDEBOTHAM.—On August 27, Mrs. E. A. (Maggie) Sidebotham, aged seventy-two, wife of Mr. Henry Sidebotham, M.P.S., 23 Oakridge Avenue, Radlett, Herts.

STEPHEN.—On August 21, Mr. George Hendry Stephen, M.P.S., 53 Windsor Road, Torquay, Devon. Mr. Stephen, who qualified from the Royal Dispensary, Edinburgh, in 1929, served his apprenticeship at the pharmacy of W. W. Cruikshank, Fraserburgh, Aberdeens. He joined Boots, Ltd., when the pharmacy he was managing in Tavistock, Devon, was taken over by the company in 1933. Two years later he became manager of the company's Helston, Cornwall, branch and in 1937 moved to Union Street, Torquay, where he was manager up to the time of his death.

WILKINSON.—Recently, Mr. Bernard Robert Wilkinson, F.P.S., 41 Thurloe Street, South Kensington, London, S.W.7. Mr. Wilkinson qualified in 1906 and was for a time a representative in Spain for Burroughs Wellcome & Co. During 1911 he entered into partnership in the firm which is now known as Stickland & Co., at the above address, and was active in it until a year ago.



AMERICAN VISITORS AT HOUNSLAW: Professor Forest J. Goodrich, Ph.D. (Dean Emeritus of the College of Pharmacy, University of Washington, U.S.A.), and Mrs. Goodrich, photographed recently at the Hounslow laboratories of Parke, Davis & Co. At left is Mr. J. Blakeley and at right Mr. J. A. Freeman (both of the Hounslow staff).

NEW PRODUCTS AND PACKS

A Bulk Pack.—West Pharmaceutical Co., Ltd., 9 Palmeira Mansions, Church Road, Hove, 3, Sussex, are introducing a third size of their Tabalgin brand paracetamol: a tin of 2,500 tablets.

Veterinary Vitamin D.—Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1, announce the introduction of Solavite brand injection of vitamin D (veterinary). Solavite contains 250,000 units of vitamin D₂ per ml and is understood to be suitable for all cases of vitamin-D deficiency, in particular for the treatment of ewes during pregnancy to increase fleece production and the growth rate of their lambs. The pack is a bottle of 50 mils.

Laxative Suppositories.—The Boehringer Ingelheim division of Pfizer, Ltd., Sandwich, Kent, have made available their contact laxative Dulcolax in suppositories especially formulated for children. Each individually foil-wrapped suppository contains 5 mgm. of the active principle bisacodyl. The suppositories are intended for administration to children up to the age of ten years, their smaller size making them preferable to the full-size Dulcolax suppositories. The pack is a box of six. Also announced is a new small pack of ten Dulcolax tablets.

Iron With Vitamin C.—The B.M. Laboratories, Suffolk House, Copse Hill, Sutton, Surrey, are marketing a new speciality, Fecarb tablets, for the prophylaxis and treatment of iron-deficiency states. Each tablet contains 50 mgm. of ferrous carbonate and 10 mgm. of vitamin C (as ascorbic acid). The tablets are prepared with an antioxidant to maintain the iron in its ferrous state, and to stabilise the ascorbic acid content. The makers state that, apart from the fact that ferrous carbonate is regarded as the least toxic of all orally-administered iron salts, Fecarb tablets, which are not sugar-coated, have been made deliberately unattractive so that young children will not mistake them for sweets. The packs are tubes of sixty and tins of 500 and 1,000.

"Broad-Spectrum" Worming Drug.—Mintic, a drug that enables farmers to treat their cattle and sheep with an oral drench against the whole range of intestinal roundworms causing parasitic gastro-enteritis, has been developed by the pharmaceuticals division of Imperial Chemical Industries, Ltd., Alderley Park, Cheshire. The launch follows the company's successful introduction in February of Promintic worming drug for administration as an injection by veterinary practitioners. Methyridine, the basic chemical in both products, attacks stomach and intestinal worms at all stages in the life cycle (other current treatments have little or no effect against immature forms). Having such a "broad spectrum" of activity Mintic makes up for some of the deficiencies of phenothiazine. It is not, however, active against tape worms or liver fluke. Administered as a drench, Mintic is claimed absolutely safe at the recommended dose; to be without undesirable side effects; and to leave no traces in the body after twenty-four hours. It does not stain the fleece or discolour milk. Cost to the farmer depends on the

age and weight of the animal to be treated; but that, related to the market value of the animal at the time of dosing, amounts to something less than 1 per cent., and is thus much less as a proportion of value of the animal in prime marketable condition. Mintic is now available through veterinary chemists in the United Kingdom and Republic of Ireland.

A "King Size" Tissue.—To meet the growing demand in this country for



larger tissues, Bowater-Scott Corporation, Ltd., Bowater House, London, S.W.1, have introduced a new large tissue, the "King Size" Scottie. Soft, white and with added wet strength,

"King Size" Scotties are 11 in. square. The pack contains 100 2-ply pulls, and is in an attractive blue and gold design.

An Electric Under-blanket.—Monogram Electric, Ltd., 296 High Holborn, London, W.C.1, have launched a companion to their Monogram automatic blanket: the Monogram electric under-



blanket, claimed the only electric under-blanket in Britain with Sleep-guard control (a system that provides continuous thermostatic control over the entire heated area). The Sleep-guard of the under-blanket is switched off if the blanket becomes too warm. The under-blanket, size 40 x 60 in., in rose pink, has a 2-in. nylon taffeta binding on all four sides. Tie straps secure the blanket to the mattress. The Monogram carries a twelve month warranty.

Eye-shadow Colours.—Revlon International Corporation, Ltd., 86 Brook Street, London, W.1, are distributing for retail sale from September 21, a Shadowkins range of seven eyeshadow shades . . . pastel blue, blue-green, lavender, silver sheen, moss green, sugar blue, and bluebud.

TRADE NOTES

Surcharge Absorbed.—Comfy Curlers, 30 Norfolk Place, London, W.2, announce that they are absorbing the purchase tax surcharge on Comfy curlers.

Agents for German Chemicals.—Lake & Cruickshank, Ltd., North Bridge Road, Berkhamsted, Herts, list elsewhere in this issue a series of fine chemicals manufactured by Heinrich Mack Nachf, Jllertissen, Germany, for whom they have been appointed sole agents in the United Kingdom.

"Significant" Reductions.—Imperial Chemical Industries, Ltd., Pharmaceuticals Division, Alderley Park, Cheshire, announce that a significant price reduction is being made on the 500, 1,000 and 5,000 tablet packs of Sulphamezathine, 0.5 gm. The prices of the tube of twenty-five and bottle of 100 are unchanged.

Taxable.—Duncan, Flockhart & Co., Ltd., 16 Wheatfield Road, Edinburgh, 11, announce that their products DF118 brand dihydrocodeine bitartrate and Trophenium brand phenacetropinium chloride have been subject to purchase tax at 27½ per cent. since August 14. Previously, owing to an error by H.M. Customs and Excise, the two products were regarded as exempt from tax.

A Packaging Improvement.—A change in the inner wrappings of their products is announced by Tidman &

Son, Ltd., 47 Fleet Street, London, E.C.4. High-density polythene now replaces waxed bags for both Tidman's table sea salt and Tidman's bath sea salt. The change will increase the shelf life of the products and thus enable larger quantities to be stocked by retailers.

Reformulated.—Ortho Pharmaceutical, Ltd., Saunderton, Bucks, announce that further development work on Triple Sulfa cream has enabled them to replace the original buff-coloured base with a new white base which does not darken on storage. The new presentation is called Sultrin (Triple Sulfa) cream; it replaces the original. The new white base is stainless, more stable, more emollient and more aesthetic in use, but therapeutically triple sulfa cream and Sultrin cream are identical and may be used interchangeably, even in the same course of treatment, so long as stocks of the original product remain available. The new cartons carry a message to that effect. The new formulation is exempt from purchase tax, but there is no other change in the price.

Bonus Offers

RADIOL CHEMICALS, LTD., 78 Upper Richmond Road, London, S.W.15. Radian or Radiol products (any combination; new, tax-free Aspelin aspirin spirit liniment may be included), 10 per

cent. on order valued at not less than £3 excluding tax. Till October 31.

CROWN CHEMICAL CO., LTD., Lamberhurst, Tunbridge Wells, Kent. A-Pek (vitamins A and D). Twelve (either size) invoiced as eleven. Till October 31.

Information for Manufacturers

Special Discounts on Pyrethrum Extract.—New discounts on the prices of pyrethrum extracts have been announced by the Pyrethrum Board of Kenya. There are two schemes: A label discount amounting to 5s. 6d. per lb. of extract 25 per cent. is available to manufacturers including pyrethrum as an activator in formulations based on synthetic residual toxicants; and the symbol discount, which amounts to 9s. per lb. of extract available to manufacturers whose formulations contain only pyrethrum and which are of sufficiently high quality to conform with minimum standards laid down by the Pyrethrum Board. For the latter discount the manufacturer must include in his label



The new quality symbol for products containing pyrethrum—an enlarged view. Reproduction on packages must be not less than 2 cm. deep.

the new symbol (illustrated). About £60,000 is to be spent this year advertising the symbol to the public. Full details of the scheme may be obtained on application to Biddle, Sawyer & Co., Ltd., 2 Fitzroy Street, London, W.1, the Board's sole distributors in this country.

A Journal on Drug Research.—FROM the house of the Dutch botanist, Dr. E. F. Steinmetz, Keizersgracht 347, Amsterdam, Holland, has come the first issue of a journal that deals specifically with crude drug research. A quarterly, the journal will be devoted to such studies as the history, taxonomy, ecology and geographical distribution of known crude drugs, and will give results of studies and tests in more or less unexplored drugs derived from the plant and animal kingdoms. The series opens appropriately with an article entitled "Crude Vegetable Drugs and their Galenical Preparations and Active Principles Derived Therefrom." The views expressed, perhaps, are hardly such as will be readily endorsed or followed by the British pharmaceutical manufacturers, for they conclude: "Wherever possible crude botanical drugs and their galenical preparations should be used in preference to chemically isolated ingredients or synthetics." The situation is governed principally by economics, the synthetic product being usually manufactured and standardised with less difficulty and at a lower cost. The author's obvious enthusiasm need not, however, deter the potential reader. Subscription for the journal (four issues) is £2 9s. 6d.

INFORMATION WANTED

The Editor would appreciate information about:

Monarch enema

DEVELOPMENTS IN GERMANY

Sales of pharmaceuticals and chemicals

WEST German exports of pharmaceutical products in the first six months of 1961 were worth DM329 millions, according to that country's chemical industry association. That was an increase of 17 per cent. over the second half of last year.

Exports of prepared medicines were worth DM195 millions (an increase of 22 per cent. over the first half of last year). Exports of unfinished pharmaceuticals were worth DM88 millions (an increase of 8 per cent.) while alkaloid exports were worth DM29 millions (an increase of 17.3 per cent.).

In the first five months sales to countries outside Europe accounted for 52 per cent. of total exports, the association noted. Half of those sales were made to Asia, with Japan, Indonesia, Iran and Pakistan the best customers. Sales to Africa rose by 30 per cent. in the January to May period this year (to DM19 millions) while those to North and Central America fell by 4 per cent. (to DM26 millions). Exports to Europe rose by 12 per cent. to DM130 millions, but sales to other members of the European Economic Community rose to 20 per cent. of total exports from 19 per cent. in the corresponding period a year ago. Sales to Outer Seven countries, though rising by 9 per cent., amounted to only 17.6 per cent. of total exports compared with 18.4 per cent. previously.

West German imports of pharmaceutical products in the first half of this

year were practically unchanged at DM88 millions worth, the Association added. Most of them came from Switzerland, who supplied nearly one-third of West Germany's total imports in that field. Imports from the United States increased by 12 per cent. over the corresponding period of last year and now holds a quarter of the market.

Chemicals

The same Association says that the growth in West Germany's chemical industry is slowing down. Whilst turnover rose by 5 per cent. to DM11,830 millions in the first half of this year, in the same period last year the increase amounted to about 17 per cent. The association, in its monthly newsletter, added that no fundamental change could be expected in the foreseeable future, and it stated the development of demand was no longer hectic, and that besides keener competition, the consequences of the mark revaluation appeared to have had their first effects.

The industry was being forced to an increasing extent to rationalise its productive processes. The labour situation was getting worse and, while the number of workers in the industry had risen of late, it was mainly a case of getting foreign labour. Production of organic chemicals rose by 6 per cent. to a production index figure of 384 (1938 equals 100) in the first half of this year, while that of inorganics rose by only 3 per cent.

Correspondence

Letters when received must bear the name for publication. The Editor does not hold

Obstacles to Exporting

SIR.—With regard to "Small would-be-exporter's" letter (*C. & D.*, August 19, p. 191), we can express all our sympathies with its writer, as we find it most difficult to find interested exporters. We have approached the Board of Trade ourselves and at the moment all they can offer us in the pharmaceutical line is a list of large multiple and general stores. We should be pleased to hear if any other firms experience the same difficulties.

F. W. ROBINSON, Managing director,
British Surgical Houses, Ltd.,
Southport, Lancs

Gimmicks Resented

SIR.—Manufacturers please note that there are pharmacists who have money in the bank, and are insulted by those extended credit gimmicks that are forced upon them. Such devices also confuse book-keeping. We, ourselves, will welcome firms that return to prompt settlement discounts. The way things are we can have credit which we do not want, but nothing in lieu of prompt payment is made.

S. DARKE,
South Shields

P.S.—I am in agreement with Mr. Marks' letter in August 30 *C. & D.* "Limmits" will be getting my full support so long as the price is maintained.

and address of the sender, not necessarily himself responsible for the views expressed.

One gets used to competing with the grocer; it is part of today's way of business, unfortunately. Why condemn Pfizer when we have Aspro-Nicholas, Winthrop, Beechams, etc., who are not particularly quick to stop the price-cutter?

Not Alone in Being Helpful

SIR.—How noble of Mr. G. J. Marks (*C. & D.*, September 2, p. 235) to praise "that Folkestone firm," albeit he is wasting his time. No one would deny that Messrs. Pfizer are very helpful in the matter of changing out-of-date stock, or reimbursing the retailer after price reductions. In that respect, however, they merely match the individual efforts of other manufacturers, on whom it is a slight to elevate Messrs. Pfizer to the detriment of the other firms. One could quote names of manufacturers marketing "ethicals" long before Pfizer's came to Folkestone, and those firms still carry the hall-mark of reliability, service and fair dealings with retail pharmacists.

B. FREEMAN,
Altringham, Ches

P.S.—In case Mr. R. J. Griffiths of Universal Laboratories, Ltd., reads this letter, may I suggest a visit to Altringham to see the result of the unlimited distribution of his products? I could then peruse the evidence he offers for inspection.



The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEGRAMS: "CHEMUS ESTRAND, LONDON"

TELEPHONE CENTRAL 6565

Fully Priced Out

WITH any luck, the new *C. & D.* Quarterly Price List should be in the hands of subscribers next Thursday morning. Though it bears the date "September 1961," and could still truthfully do so for another fortnight, the list is, of course, fourteen days beyond the target we always set ourselves, and have so far achieved on every other occasion, namely the first of the month of issue.

The reason for the delay has already been stated. To the Chancellor of the Exchequer it is the simplest of matters to impose a surcharge on the purchase tax. He simply instructs the wholesaler to tot up the tax upon the various items in an invoice and add 10 per cent. to the total. His officials can then at any time, if necessary, inspect the invoice and see at a glance that sums due to the Treasury have been paid over.

To certain other sections of the community the matter is far otherwise. The manufacturer, for example, has to consider whether he shall pass on the whole of the tax or shoulder the burden himself. Problems of competition and customer psychology also enter in, and he may find it necessary to reconsider the price structure of every item independently.

If the surcharge is invoiced to the retailer then in turn he has to decide whether to pass it on at once to his customer, or whether to hold his hand, and if so for how long. At some stage he will, if he uses stock cards, have to alter all the prices on them, and until a new comprehensive trade price list is put at his disposal he will not find it at all easy to ascertain what the new price is.

We should know. In compiling the Quarterly we have been affected by that handicap and caught up in the difficulties of the manufacturer; and we have met many, many more snags inherent in the job itself. Nobody could have been quicker off the mark, for our requests to the manufacturers for their new prices and the necessary forms went out on the very day the Chancellor made his announcement. Some of the replies came back at once. Others that we should have thought equally straightforward straggled in over a period. Still others we realised from the start would involve the manufacturer in a lot of work, and we waited as patiently as we could for his long lists while concentrating on the shorter ones that reached us. Some never arrived at all, and that meant a plethora of telephone calls, for if there was one thing certain it was that any taxable item that went into our list unchanged from the previous edition would be incorrect.

Getting the information was one problem. Sorting it out was another. It came to us in every imaginable order of item and order of column, every stage from the full information we wanted to a complete enigma. Some manufacturers invited us to pick what we wanted from miscellaneous material they supplied. Others invited us to make our own tax calculations by adding 10 per cent. to the previous tax column. That was simple enough, but time-consuming. Others invited us to calculate at 27½ per cent. of the trade price, which was not usually the previous price but a new figure that had to be ferreted out. Some even invited us to calculate the new retail price on their behalf! With the help of ready reckoners our staff, most of them more confident with words than with figures, turned themselves into pricing clerks and got on with the job.

Full marks go to the few manufacturers who sent us just the information we asked for in just the form and sequence in which we wanted it. Telephone calls brought to light so many items discontinued that we concluded the surcharge was the final cause of their demise. Phone calls also revealed changed addresses and closings-down that had not been notified to us, and dictated further delays because, say, a manufacturer might be holding everything up pending the return of a key pricer from holiday. (In some cases the whole works was shut down for annual holiday.)

The next problem was getting the information to the printers so that they could understand it. To alter, by hand, printed prices in type twelve lines to the inch is an almost insoluble problem. Either one's figures are so big they do not connect up with the list, or so small they cannot be deciphered. No two writers' figures are quite alike and nobody, in practice, can maintain a uniformly perfect figure formation for hours at a stretch.

There came a stage when the axe had to be applied or the task of the printer, who had shown an extreme of accommodation, would have changed from difficult to impossible. The fact that the new list has the same number of pages as the old, all as tightly packed, is proof how few omissions there finally proved to be.

That the list has come to completion even so soon as it has seems to us a miracle. The compilers take a certain grim satisfaction in having completed the task—grim because, after all, what does the upheaval amount to? They can only devoutly hope that the Chancellor's devices prove successful and that, in pricing out the September list, its producers have helped to save their country from being priced out of the export markets.

And just think! The work may all have to be done in reverse in a few months' time.

Happy retailing, everybody!

ECHOES OF THE PAST

PHYSIC: SUBSTITUTE OF EXERCISE

From *The Spectator*, No. 195, Saturday, October 13, 1711
 PHYSIC, for the most part, is nothing else but the substitute of exercise or temperance. Medicines are indeed absolutely necessary in acute distempers, that cannot wait the slow operations of these two great instruments of health; but did men live in an habitual course of exercise and temperance, there would be but little occasion for them. Accordingly we find that those parts of the world are most healthy, where they subsist by the chase; and that men lived longest when their lives were employed in hunting, and when they had little food besides what they caught. Blistering, cupping, bleeding, are seldom of use but to the idle and intemperate; as all those inward applications which are so much in practice among us, are for the most part nothing else but expedients.

“OPEN SHOP”

AN UNSCRIPTED COMMENTARY ON THE
SPECIAL PROBLEMS OF THE PHARMACIST
IN RETAIL PHARMACY

E. C. TENNER

IN modern conditions Christmas gift trade showrooms are a waste of my time. I do not live in one of the few towns where the manufacturers hold them, so I must spend valuable time travelling if I attend them. Then I must wait my turn to tour the show with the representative. It is pleasant to see the goods all tastefully set out, but quite unnecessary. My records have told me exactly how much stock I ought to buy, and the goods have been fully illustrated in colour in the delightful brochures sent to me by the manufacturers. In fact my order could have been more easily sent in by post, or better still collected from me after discussion by the representative at my shop. The hotels where the showrooms are generally held seem slightly embarrassed by them, and there is an awkwardness between fellow chemists waiting to give their orders—so close, sometimes, to competitors. The unhappy representative needs to use great diplomacy to keep a chain-store buyer waiting happily while my little order is debated upon. Also it is galling to have held one's order over until the Christmas show is held and then to find many of the lines one has chosen are sold out. Only if one orders by post or representative soon after receiving the illustrated brochure is one certain to get what one wants. Of course the expenses of a “buying trip” are a legitimate charge upon one's business, and enjoyable social contacts may ensue, but I prefer not to be tempted to over-buy. I find buying is safer when I am surrounded by the realities of my shop.

Incidents of Difficulty

What a deal of difficult incidents have been heaped upon us directly and indirectly by the 2s. charge for National Health dispensing items! . . . “The doctor told me to get a small quantity of white precipitate ointment. He said it would cost a lot less than 2s., so he would not give me a prescription. What is the smallest amount please?” Of course the small sixpenny tin I keep ready packed for counter sales is labelled “Ammoniated Mercury Ointment.” Of course the customer regards me with deepest suspicion, which is not properly removed even when I am forced to produce documentary evidence that both names apply to the same ointment.

Far be it from me to suggest it is not most commendable in a doctor that he should do all possible to prevent his patients from suffering from the imposition of the 2s. tax on necessary medicine and to keep down the nation's drug bill; but in practice some means are fraught with dangers. I know one doctor who makes a practice of collecting his patients' unused medicines; he writes on the old dispensing label what he believes their contents to be, and reissues them in his surgery to other patients instead of writing prescriptions, but on examples I have seen he has left the original patient's name unaltered on the original chemist's label. Thus I have seen a tablet bottle containing about a dozen Senokot tablets with the words “Tabs. Ipecac. Co.” superimposed on the label by the doctor (though in justice to him I must add he called on me to verify that they were tabs. ipecac. co. before giving them to another patient). Again, the other day a Mrs. B. told me she thought I had made an error in dispensing her tablets; I turned up her prescription: it was for Bellergal Retard tablets, and the variegated tablets I had given her were unmistakably correct. “But the doctor said he'd give me a prescription



for the same little tablets as he gave me before in this tin.” She handed me a Bellergal tablet tin on which the original chemist had superimposed his dispensing label for another patient, Mrs. A., but without obliterating the name Bellergal. Again suspicion was unjustly heaped upon my efficiency, yet it would have been unethical for me to suggest that the doctor did not know one tablet from another and that it was legally incorrect for him to be distributing them in that way.

The distribution of emergency medicines by doctors is provided for, but doctors also accumulate large numbers of “samples” which they distribute, not always in emergencies. They may not be dangerous, because they are in the first place correctly labelled by the manufacturers, though when they are statutory poisons, as many are, they ought not to be placed in a patient's hand without a label giving the name and address of the distributor. Personally, I would not fancy taking medicines that might have come from some deathbed side-table, though no doubt the doctor would make sure that they were perfectly hygienic.

I am always running into difficulties connected with the way patients and doctors treat labels, so I welcomed the recent advice given to chemist contractors in England and Wales by the Central N.H.S. (Chemist Contractors) Committee headed “Proper Name on Dispensing Label.” At present only a small minority in the medical and pharmaceutical professions favour the creation of a situation in which pharmacists would be bound to label every dispensed medicine with the proper name unless the doctor indicated otherwise on the prescription. We are warned that, if the writing of the proper name on the dispensing label becomes established practice, we shall be held liable in law for mistakes and accidents arising as a result of patients' changing lids of tablet boxes or mixing tablets in one bottle. The Joint Formulary Committee, with the approval of the Central N.H.S. and N.P.U. Executive Committees, has recommended that, where the doctor writes the name he wishes to appear on the label, with the directions for use on his prescription, the pharmacist may properly write that name on the dispensing label. It is good news indeed that it has been decided to resist the proposal that all dispensed medicines should be labelled with the proper name. The advice concluded by recommending that pharmacists should co-operate only when the doctor includes the name as part of the directions on his prescription.

An Issue to Face

Two or three doctors in my area are taking to the use of a rubber stamp on their prescriptions saying “Please label containers with name of contents” or are writing “N.P.” or “Nomen Proprium” or just the word “Label.” It is important for us to take the advice of the Central N.H.S. Committee and so to prevent the development of what might come to be called “an established practice.” We must all act together and similarly in this, and we should explain to all the doctors that we can only comply with officially correct requirements for labelling. It is regrettable that the Pharmaceutical Society did not face this issue months ago. However, the credit is now to the Joint Formulary and Central N.H.S. Committees, and it is in the best interests of the patients—and of pharmacy and medicine too—that we should act upon it.

TOWARDS AUTOMATIC DISPENSING?

A plea for personality and initiative

By E. M. HARGREAVES

MANY manufacturers today appear to believe that shopkeepers exist to plug the products they make and advertise. It is an attitude that shows itself from time to time in the approach of a salesman or in a letter from a sales manager.

They may not say it in so many words: "You should push our tooth-paste in preference to all these others." But the idea is implicit in their manner. In offering a new type of "dispenser" or a showcard they may only be suggesting that you should give it pride of place; or they may just talk glibly about extra discounts. Behind that approach there is a hint that the shopkeeper should be grateful. For what? For being provided with a superlative product? Not at all. The expected gratitude is for making the job easier by mass advertising, for creating an automatic demand so that the chemist has only to hand packages over the counter and may forget his own knowledge of the quality in the packet. In short, he is to be grateful because the satisfaction has been taken out of his job.

As I watched television the other evening, there impinged on my consciousness the names of some of the exciting new ingredients that make every tooth-paste better than all the rest. It is not my intention to repeat all the fancy names I heard. In any case, as I am not a very good subject for advertising I should probably get them wrong. But one thought did strike me as I passed in review the long parade. What has happened to some of the other exciting discoveries of yesterday? To chlorophyll (at one time so essential to tooth-pastes)? Has the enthusiasm passed to lanolin, which now seems the wonder ingredient of so many products? Is glucose in one of its respectable or one of its infamous phases? And what of soap? Are its cleaning properties no longer important, and colour and glamour now the only things about it that matter?

It would, no doubt, be blasphemy to suggest that these wonder ingredients are dreamt up just to enable a manufacturer to steal a march on his competitors. In these days everybody is so busy protecting the poor public from all kinds of horrors that altruism seems to have ousted all other motives. Strange, however, that so many of these new wonder-workers have appeared since the inception of commercial television! In its day chlorophyll was a television star with more public appearances than any teenage "pop" idol. What has happened to it? Either the wonder was not so wonderful after all—was tried and found wanting—or something else came along to steal the picture.

How Long?

It hardly matters very much either way, except to make one wonder how long the public will fall for this sort of thing. When, or if, they become more sceptical, will they return to the practice of testing things for themselves and actually choosing the product that suits them best? Or, rejecting the oracular advice of the "Telly," yet unsure of themselves, will they come again and ask the advice of the man who should know?

And will he still know? Those years of handing across the counter expensively wrapped packets of exotically named products with exclusive and infallible ingredients—will they have so atrophied knowledge that the poor pharmaceutical chemist will no longer be able to give customers the help they seek?

There was a day, not long ago, when there was a certain satisfaction in serving behind a counter. Customers wanted helpful advice. They asked for it, they liked the man who

gave it, and the courtesy with which it was given brought them back to the shop. Sometimes there was for the seller the oddly exciting feeling that he was almost pitting his wits against a rather reluctant customer. There was the knowledge that he would be critical, that whatever was sold to him would be subject to critical examination in use. If the seller did not prove right, he was told about it soon enough, not necessarily in any niggling sense, but rather as though a victory had been scored in a friendly match. Even that engendered friendship.

What happens today? Most people have been persuaded what is best for them before they enter a shop. They know just what they want—what it is that is going to save them from "being hit," to give them whiter teeth or darker skin or stronger hair.

An Easier Life, but . . .

Admittedly that makes life easier. There is no call to exercise judgment or salesmanship. All that is required is to take the package, hand it over the counter, and drop the money in the till. Sometimes, indeed, it is only necessary to take the money, for manufacturers are so confident of their superiority and their hold over the public that they provide a neat little self-service "dispenser" to put on the counter. It's all very easy and profitable. You watch television, wait for the special offers and biggest advertising campaigns, and know just what to order.

But is there any satisfaction in it? On the faces behind the counters there are frowns instead of smiles. In front of the counter, too, people show that they miss the act of "being served." Where the blame lies is hard to say. Customers have allowed themselves to be turned into units. Shopkeepers have allowed themselves to be robbed of their function. There is a temptation to sit back and say "Well, we can't do anything about it." But is that really true?

It may appear so to chemists who have taken a chance and bought shampoos not bearing famous trade marks. They failed to sell them. And that, they have been told, proves the power of advertising.

That may be, but if it is, every independent chemist might as well put up the shutters. A man is in business to give service, and service is nothing if it does not involve stretching oneself to the utmost to give benefit to customers. When one does less than that one becomes an automaton.

In Manchester a new store is planned that may speed the process of automation. The intention is to equip the store with 350 slot machines, providing between them something like 15,000 outlets for a wide variety of goods. At first, it is understood, the main sales are to be canned goods and "patent" medicines. But it will not be long before the manufacturers find some way to sell cosmetics from machines. Even the dispensing department may not be immune for—hold that laugh until you hear—there is no real reason why many prescriptions should not be automatically dispensed. Yes, even the "pep" pills and sleeping tablets and wonder drugs that today need the supervision of a pharmaceutical chemist.

Some day somebody at the Ministry of Health may meet a slot-machine "back-room-boy" over lunch, and a new idea will be born. Doctors will be issued with prescription forms with little holes along the edges, all neatly coded to start off an electronic response (so many little holes for tab, codein, co., so many for a barbiturate, and so on). The prescription will be slipped into the machine along with

the two-shilling piece, and somewhere upstairs the mechanism will start working, and the pills will be delivered even quicker than the chemist can count them. It can't happen, you say. But machines can do anything these days, and the makers say they are more dependable than human beings.

It will not be a good thing, it may not be inevitable, though things seem to be moving in that direction at the moment. But the tide can still be reversed, though that will involve hard work. It will mean real selling, a reversal of the drift towards ease, and a genuine effort to convince the customer that the chemist is concerned about his welfare. Though they do not all realise it the public still want to be really served, to be taken notice of. They are going to the supermarkets and self-service stores. But a fair proportion of the people who have tried self-service don't

like it—and a lot of the others go there because many shopkeepers have become almost more impersonal than slot-machines.

Is it not worth a try, say for a month, really to sell? To test your own knowledge of your products? Above all, to test your own ability? Try buying something that isn't advertised—no matter whether it is soap or face-powder or shampoo—and see whether you can still capture the satisfaction of being of service to your customers by really "selling" them something.

It will cost time and effort but it will prove something... that you have the knowledge and can impart it to others. You will have got yourself out of the rut. Even more important, you will have helped others to become people again. And there is hardly any more important job than that today.

Colour in the Pack

A MATTER FOR THE EXPERT IF SALES ARE TO BE MAXIMAL

I. R. HAMILTON (Grafton Arts, Ltd.)

To visit one of the many thousands of pharmacies and other shops selling cosmetics, etc., in this country today is to be confronted with a blaze of brightly coloured packs whose first impact is apt to be overwhelming. Closer inspection reveals some rhyme and reason in the manufacturers' use of colour.

The kaleidoscope of colour in merchandise provides proof, in fact, of a growing realisation that colour is a real force in marketing. More and more time and thought, indeed, needs to be given to the package and its colours. The old hit-and-miss methods of designing a package are not good enough. The job is for the expert. The package of today has to stand alongside competitors and win sales against them. A false move may compel the withdrawal of a poorly designed package, and that can often have disastrous effects on the marketing of the product. An American colour specialist recently stated that, though colours for packages had "always been with us," they had tended to be viewed as a superficial frill. During the past few years that outlook has changed, and colour is now recognised as an important factor in marketing. A package must not simply be gay and attractive. It must be colourful to some purpose, creating action and clinching a sale. First function of colour in the pack is to attract attention and set up favourable emotional reaction in the mind of the consumer.

Colour Symbolism

A good deal has been said from time to time about colour symbolism and it is generally true that the colours of a package should, where possible, tend to suggest its contents. Certain colours suggest certain types of flavours. Red, for example, may suggest raspberry. Green is commonly associated with mint. Some colours may be said to have a "masculine" quality and others

a "feminine." There are gay colours, "cool" colours, "warm" colours. Although it is not always necessary to use a colour that suggests the character of the flavour, it is always necessary to avoid colours that would have an unfortunate association with the product.

The colour considered to be the most aggressive and attention-getting is undoubtedly red. Yellow, quick to attract the eye, is regarded as the brightest and most luminous; blue, according to research workers, the most popular. Any package scheme, therefore, that includes red for attention, yellow for visibility and blue for attractiveness gets off to a good start. Whether they have been chosen as a result of a scientific approach, or merely proved by experiment to be best for the purpose, those colours are confirmed by a chemist's showcase shelves to be the most popular.

Balance and Contrast

But the choice of the right colours is only part of the problem. There is the further problem of balance and contrast. Generally speaking the distribution of colours must depend on the effects it is hoped to obtain. For instance, the apparent size of the package may be altered by colour. Bright, light colours make packages look larger; dark, dull colours tend to make them look smaller. Good contrasting colours may be necessary to highlight certain aspects of the pack such as the trade mark or a coloured reproduction of the product. That means that just as much thought has to be given to the background. Black and yellow probably make for greatest legibility, though green on white, red on white and blue on white can be effectively used.

Every colour raises further practical problems, such as the packaging material and printing process to be used, the type of shop, lighting most

likely to be thrown upon the pack, and so on. In fact, the choice of colours for a particular pack has so much at stake that a knowledge of colours and an appreciation of human psychology, coupled with sound business judgment, are essential. In these days of scientific marketing they need to be made the responsibility of the packaging specialist.

NEW U.S. DRUGS

Evaluated by the
American Medical Association Council on Drugs

HEXDIMETHRINE BROMIDE (Polybrene).—*Chemically:* Poly(1,5-dimethyl-1,5-diazaundecamethylene dimethobromide). A heparin-neutralising agent similar in action to protamine sulphate and toluidine blue, but possibly causing less severe untoward effects than those drugs. Its effect occurs within a few minutes after injection and persists for several hours. The drug is useful only to restore normal coagulability to the blood of patients who have received heparin; it does not favourably influence impaired coagulation resulting from other causes. It may be used in the immediate post-operative period for patients who have received heparin to permit extracorporeal circulation during open-heart surgery, before surgery in those patients who have been receiving heparin, and in the newborn infant after exchange transfusion. Available as sterile solution for injection containing 100 mgm. in 10-mils. Commercial source: Abbott Laboratories, North Chicago, Ill.

XYLOMETAZOLINE HYDROCHLORIDE (Otrivin).—*Chemically:* 2-(4-*tert*-butyl-2,6-dimethylbenzyl)-2-imidazoline hydrochloride. An imidazoline derivative, related chemically to naphazoline and tetrahydrozoline. Its vasoconstrictor action is employed topically to reduce local swelling, and to relieve congestion of the nasal mucosa in cases of acute and chronic rhinitis, vasomotor rhinitis, allergic rhinitis, and sinusitis. The decongestive effect occurs soon after administration and persists for several hours. Side effects, which are mild and occur only occasionally, include local stinging or burning, sneezing, dry nose, headache, insomnia, drowsiness, palpitations, and rebound congestion. Adults should instil 2-3 drops of 0.1 per cent. solution in each nostril every 3 or 4 hours. Alternatively, the spray, also containing a 0.1 per cent. solution, may be used; it should be placed in each nostril and squeezed rapidly once or twice. Children under 12 years of age should use the spray containing a 0.05 per cent. solution. Available as 0.05 and 0.1 per cent. nasal solution. Commercial source: CIBA Pharmaceutical Products, Inc., Summit, N.J.



Asterol'

a potent antifungal agent for tinea pedis

Asterol is a registered trade mark





1 (C 224) 'Evening in Paris' Coffret. Contains Hand Cream. Cologne and Talc. 13s. 6d.

2 (C 202) 'Evening in Paris' Perfume, Toilet Soap, Bath Cubes, in window-top box. 7s. 3d.

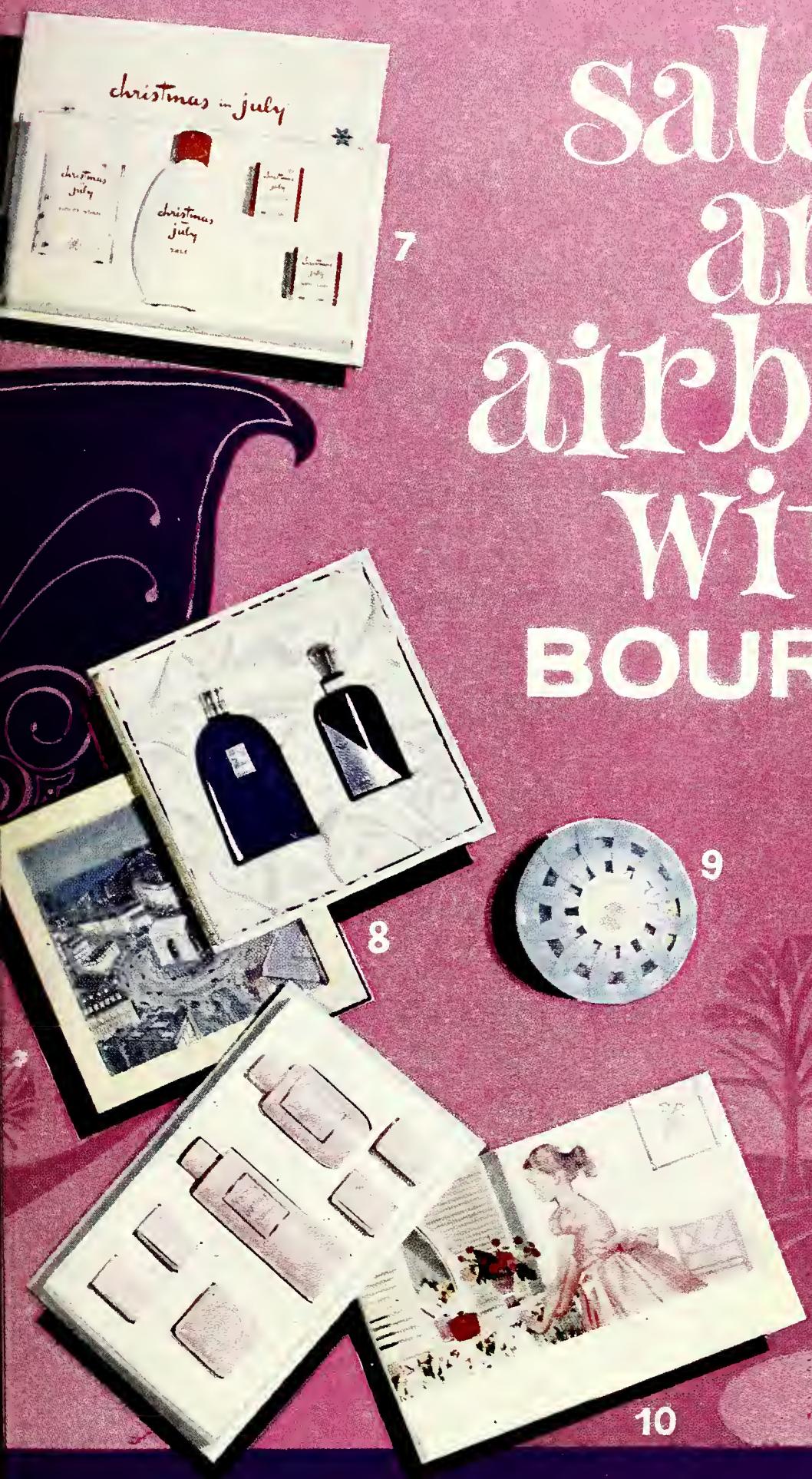
3 (C 204) 'Evening in Paris' Coffret—an attractive selection of Toilet Soap, Bath Cubes and Talc. 9s. 9d.

4 (C 501) 'Si Bon' Gold-and-blue Coffret contains Talc, Toilet Soap, Bath Cubes. 11s. 6d.

5 (C 301) Gay 'Roman Holiday' Coffret—Toilet Soap, Talc and Bath Cubes. 8s. 6d.

6 (C 167) Ashes of Roses Coffret with matched-perfume Talc, Toilet Soap and Bath Cubes. Also in Violet and Lavender. 3s. 8d.

sales are airborne with **BOURJOIS**



7 (C 401) 'Christmas in July'
Charming Coffret holds Talc,
Toilet Soap and Bath Cubes.
9s. 9d.

9 (C 135) Plastic Posy Bowl holds 3
Tablets Toilet Soap—or flowers
when empty. Blue, Cream, Pink
or Black. 6s. 3d.

8 (C 209) 'Evening in Paris'
De Luxe Coffret. Perfume
and Cologne cradled on satin.
Hinged lid frames sparkling
Paris evening scene. 34s. 6d.

10 (C 200) 'Young Beauty' for very
young misses! Coffret holds
Toilet Water, Dusting Powder,
Toilet Soap, Bath Cubes. 12s. 6d.

BOURJOIS LIMITED,
2 OLD BOND ST.,
LONDON W.1

mothers
will go
for
these



bright

new

gay

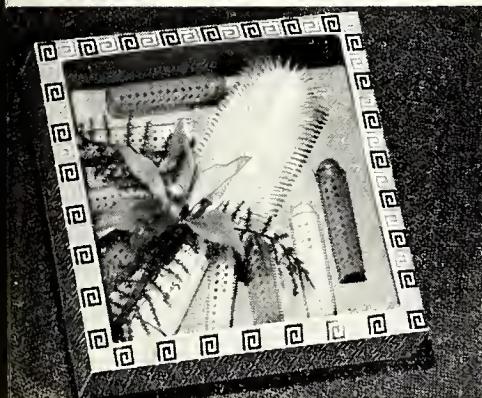
Robinson's Baby Food Packs

These gay new Robinson's packs will catch the eye of everyone with the youngest at heart. Robinson's well-loved baby cereals, Groats, Baby Rice and Mixed Cereal, appear with a flourish in these delightful new packs. Mothers will love this new presentation of old favourites—order your stock now.

Display them in your baby corner

*Christmas
is coming*

THE manufacturers of cosmetics and compacts, cameras and shavers, perfumes and novelties have been preparing for the seasonal demand with special products, special packs, special wrappings. Here are reviewed some of the goods that help the chemist to maintain turnover at a time when the calls on his dispensing services are apt to suffer a sharp drop. It must be the excitement of Christmas shopping that keeps people so healthy at this period!



lly named "Trio" by Lucien Long, Paris. Three trial-size perfumes: Indiscret, gardenia and Long No. 7 in presentation carton (Stanley C. Johnson, Ltd., 51 New Bond Street, London, E.C.1).

The jewel box contains six assorted Chess piece perfumes with gilded closures (Mary Chess, Ltd., 7 Shepherd Market, London, W.1).

Max Factor's Primitif Sophisticat has gleaming green eyes, a red bow tie and a phial of Primitif perfume (Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1).

3time curler and hairbrush set in without opening the box (Aughton & Sons, Ltd., Warstock Road, Birmingham, 14).

Toilet accessories in a table basket are available in Morny's pink lilac, blue carnation, French fern and lily of the valley perfumes (Morny, Ltd., 22 Wadsworth Road, Perivale, Greenford, Middlesex).

A new Yardley Flair coffret containing dusting powder and Flair perfume (Yardley & Co., Ltd., 33 Old Bond Street, London, W.1).

Exciting Gifts

for Her . . .
A PERFUMED BATH

Spun·gee

for Him . . .
THE AFTERSHAVE

Spun·gee

for face freshness

ORDER NOW from—

BUTLER & CRISPE LTD.

80/84 CLERKENWELL ROAD • LONDON • E.C.1
Telephone : Clerkenwell 3060

JACKEL & CO., LTD.

297 ST. VINCENT STREET • GLASGOW
Telephone : City 6661

GEORGE SPENCER & SON LTD.
1 KYNANCE PLACE • LONDON • S.W.7
Telephone : Knightsbridge 8741-2

or through your usual wholesaler

*Agents and Distributors
required in certain areas*



Impregnated with exotic flower fragrances
6 PERFUMES — 6 COLOURS
Lavender (Mauve) Verbena (Yellow) English Rose (Pi)
Freesia (Blue) Lily of the Valley (Green) White Violet (Wh)
PRICES: 47/- per dozen (plus 27½% P.T.) Retail Price (inc. P.T.) 6



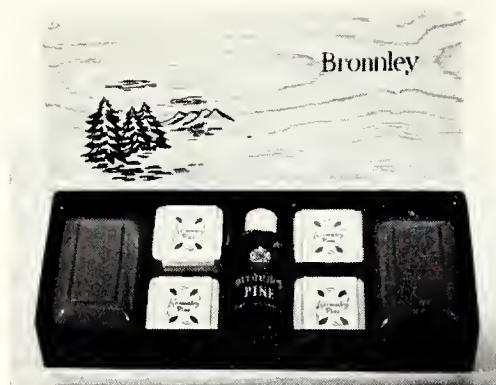
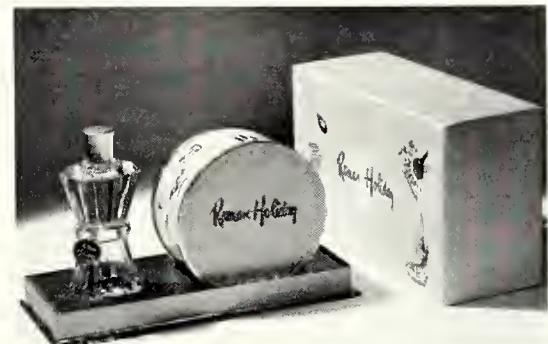
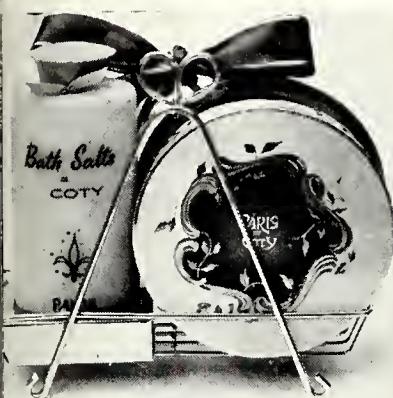
Lotion Impregnated
Cologne (White) Heather (Natural) Spice (Yellow)
PRICES: 26/- per dozen (plus 27½% P.T.) Retail price (inc. P.T.) 3

SPUN·GEE WILL BE YOUR BEST CHRISTMAS SELLER
Stock it — Display it — Sell it !

**BOTH GIFTS INDIVIDUALLY PACKED
IN TRANSPARENT ACETATE BOXES**

Manufactured by:

KING DEVELOPMENT CO., LTD
WHEATASH ROAD • ADDLESTONE • SURREY
Telephone : Chertsey 33



's wire-basket pack of bath and dusting powder is available in l'Aimant, Paris and Muguet Bois perfumes (Coty (England), Ltd., 3 Stratford Place, London, W.1).

Cologne and dusting powder are grouped in this Roman Holiday gift box (Bourjois, Ltd., Queen's Way, Croydon, Surrey).

The Ambray range includes a bath salt casket/puffer talc combination (E. R. Holloway Sales, Ltd., Bessemer Road, Welwyn Garden City, Herts).

Apparel travel kit for men, with de Cologne, after-shaving lotion and shower talc (Yardley & Ltd., 33 Old Bond Street, London, W.1.).

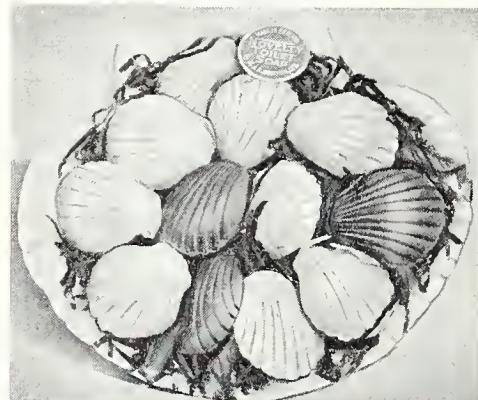
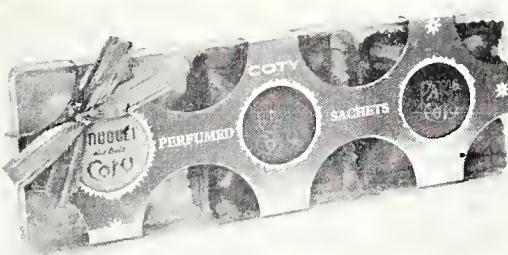
Bronnley's handsome "pine" cofret has soap, bath essence and bath cubes in husky wood grain box (H. Bronnley & Co., Ltd., Brackley, Northants).

Dusting powder is grouped with skin concentrate in an attractive box in the Voltage perfume series (Dorothy Gray, Ltd., 565 Kingston Road, London, S.W.20).

Herb ribboned quartet : Skin perfume in Heaven Sent, Apple Blossom, White Magnolia and Green Leaf fragrances (Helena Rubinstein, Ltd., 3 Grafton Street, London, W.1).

Gay harlequin packs, in Italian pink, gold and white, introduce the Veneto range of perfumed talc, soap and skin perfume with atomiser (Innoxa (England), Ltd., 439 Essex Road, London, N.1).

In the Cedar Wood series of men's toiletries is a gift box containing talc, after-shave and shaving bowl (Goya, Ltd., 161 New Bond Street, London, W.1).



Christmas pack of three perfumed sachets in l'Aimant, Muguet des Bois or Paris fragrance (Coty (England), Ltd., London, W.1).

4711 Cologne in wicker holder for hanging on Christmas tree (Scott & Bowne, Ltd., 50 Upper Brook Street, London, W.1).

Travel kit containing hairbrush, comb, clothes brush, manicure instruments and containers for toilet preparations (E. R. Holloway, Ltd., Bessemer Road, Welwyn Garden City, Herts).

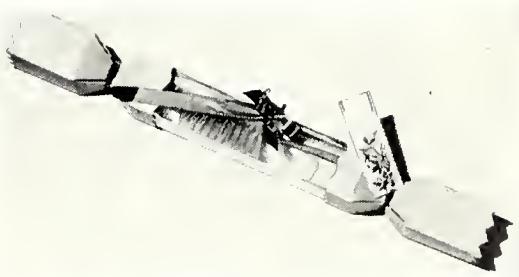
Eleven non-oily "bath gems" (incorporating bath essence) with soap disc (Cullingford of Chelsea, Webber Road, Kirkby, Liverpool).

Guards after-shave and stick deodorant in gift box (Potter & Moore, Ltd., Seymour Road, Leyton, E.10); H.E. for His Excellency after-shave lotion and after-bath talc in gift box (Rimmel, Ltd., 62 Baker Street, London, W.1); Palmolive rapid-shave aerosol and after-shave lotion in gift box (Colgate-Palmolive, Ltd., 6 Oxford Street, London, W.1).

Atomiser (non-refillable) with eau de Crepe de Chine iced Cologne (Distributors: E. G. Perrot & Co., Ltd., 62 Grosvenor Street, London, W.1).

Cockle-shell toilet-soap in open shell novelty (M. & R. Norton, Ltd., 9 Park Hill, London, N.W.6).

Just two of the attractive candles made for the Christmas trade. They burn for fifty hours (Prices Candles (Distributors), Ltd., 87 South Lambeth Road, London, S.W.8).



In convertible compacts with fob-watch action (the lid going when the "winder" is used). In translucent-enamel (Laughton & Sons, Ltd., Birmingham, 14).

"Guardsman" containing gold-frosted nail enamel (Revlon International Corporation, 86 Brook Street, London, W.1).

Window-sided "cracker" containing hand-painted plastic-handled hair brush and comb (Hughes Brushes, Ltd., Slough, Bucks).

A set of Mitcham lavender products (Potter & Moore, Seymour Road, London, E.10); Supersoft talc and hand cream Squeeze packs in gift pack (F. W. Shire & Co., Ltd., Sunnydale, Derby); coffret of Blue Hyacinth products (John N. Gould, Sons & Co., Ltd., Kersal Vale, Manchester).

Christmas bear holding bottle of Embrace, Moonflower or Blue Gardenia perfume (Jane Seymour, Ltd., 162 New Bond Street, W.1).

Crystal novelties (Andrepe, Ltd., 71 Gowan Av., London, W.6). Plastic rabbit (Abiet-Manfg. Co., Ltd., London, E.1), Jolly Boy novelty with bath powder (John N. Gould, Ltd., Bond St., London, W.1).

Spungee artificial sponge impregnated with Freesia perfume in transparent semi-rigid container (King Development Co., Ltd., Wheatash Road, Addlestone, Surrey).

Caress self-styling hair spray in label-topped Christmas holder (Toni Cosmetics, Harlequin Avenue, Brentford, Middlesex).

André Philippe

LEAD ON!

CHRISTMAS GIFTS



No. 2
FAMOUS DIMPLE BOTTLE BUBBLE BATH
in 4 attractive assorted colours
11/10 per doz.
27½% P.T.
Retail Price 1/9

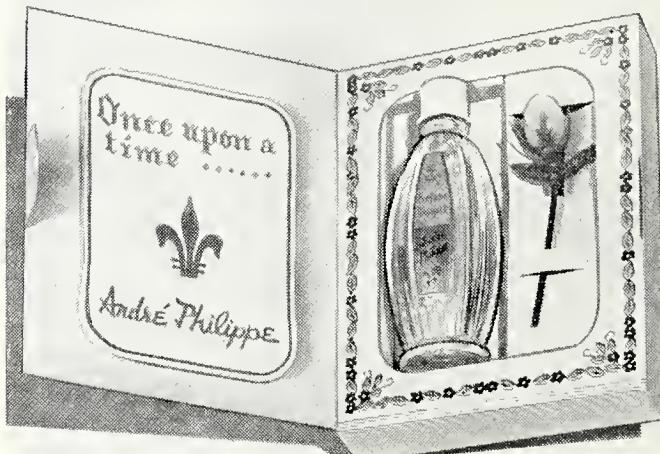
No. 3
CHAMPAGNE PACK
24/3 per doz.
27½% P.T.
Retail Price 3/9

No. 4
SHEERPACK
LAGOON BLUE
EMERALD GREEN
CORAL RED
MADRID ORANGE
38/6 per doz.
27½% P.T.
Retail Price 5/11

No. 22 **PIGGY BANK AND BOBBY BANK BATH CRYSTALS**

An enchanting gift filled with luxury bath crystals. Ideal after use novelty money bank. Assorted fragrances.

Piggy Bank — Pink and Blue assorted
Bobby Bank — Blue and White assorted
33/9 per doz. 55% P.T. Retail Price 5/11



PRICE LIST (Additional Lines)

Lot. No.	Description	Price per doz.	P.T.	S.P.
1.	1 oz. Multi-Colour Bubble Bath Sachets (asst.) ...	5/-	27½%	9d.
5A.	Iced Perfume Sticks, Cologne Lavender Freesia ...	5/8	55%	1/-
6.	Perfumed Eyebrow - Pencils, Blk., Dk. Br., Lt. Br., Grey	4/4	"	9d.
6A.	Puffer Talc, Lilac Bouquet Fr'sia Gardenia Lavender...	11/3	"	2/-
8.	Perfumed Spray Lacquer ...	11/6	"	2/-
9.	Spray Lacquer Refills ...	7/-	"	1/3
10.	Shampoo Sachets — Lemon, Pink Cr. Medicated ...	3/4	27½%	6d.
10A.	Reconditioning Cr. Sachets ...	2/10	55%	6d.
11.	Cream Shampoo Dispensers, Lemon/Pink Cr. ...	10/-	27½%	1/6
14.	Roll-on Deodorant ...	16/6	"	2/6
15.	Perfumed Aerosol Spray Lacquer ...	29/-	55%	4/11
16.	Bath Cube Pack (6s cello-phane) ...	8/9	"	1/6
18.	Eau de Cologne/Lavender ...	8/9	"	1/6
19.	Perfume 'X' ...	13/6	"	2/6
19A.	Waveset Sachets ...	2/10	"	6d.
20.	Parfum 'Cha Cha' ...	13/6	"	2/6
23.	Wave-set Jar ...	7/4	"	1/3
20A.	Zodiac Perfumes ...	13/6	"	2/6
101.	Men's Aerosol Hair Lacquer 29/- Lotion ...	14/6	"	5/-
102.	Men's 4 oz. After Shave ...	14/6	"	2/6
103.	Men's After Shave Talc Puffer 14/6	14/6	"	2/6
104.	Men's Roll-on Deodorant ...	16/6	27½%	2/6
105.	Men's Cream Shampoo Sachet 3/4	3/4	"	6d.

No. X2
PERFUME STORY BOOK Containing Delightful Perfume and Polythene Flower. AN EXCITING NEW GIFT.

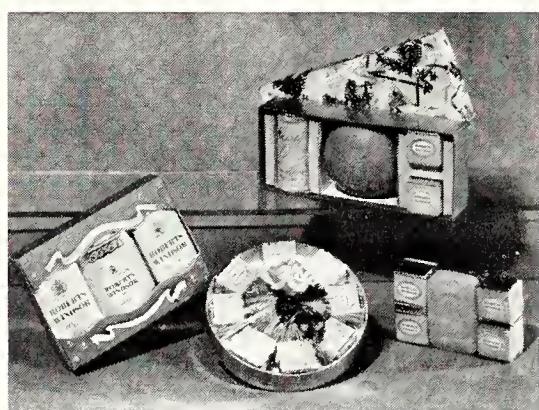
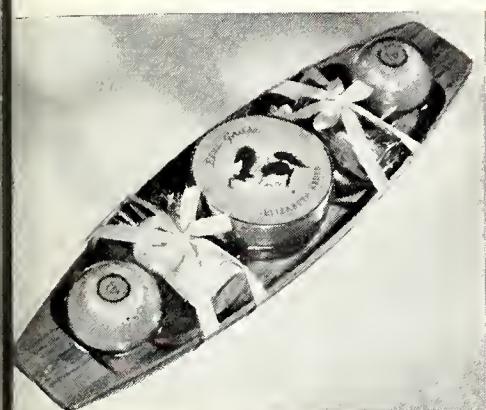
14/6 per doz. 55% P.T. Retail Price 2/6

ANDRÉ PHILIPPE LIMITED

71-71B GOWAN AVENUE, FULHAM, LONDON, S.W.6

Telephone : RENown 2194/2397

We shall be pleased to send you a complete price list on request



Elm platter containing Blue Grass dusting powder with puff and hand lotion (Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1).

Lenthalic's fob-shaped miniature bottle of Tweed bouquet is paired with Tweed talcum (Lenthalic, Ltd., 17 Old Bond Street, London, W.1).

Three of the Gala preparations: Puffer talcum, hand lotion and skin perfume (Myram Picker, Ltd., Hook Rise, Kingston By-pass, Surbiton, Surrey).

An amusing design decorates the lid of this Nivea coffret which contains hand lotion, cream and soap (Smith & Nephew, Ltd., Welwyn Garden City, Herts).

Max Factor's original card pack "Four of a kind" and elegant red and black envelope pack, "Luxury trio" (Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1).

Apple Blossom coffret by Helena Rubinstein containing dusting powder, bath cubes and soap (Helena Rubinstein, Ltd., 3 Grafton Street, London, W.1).

One of the distinctive Tabac coffrets containing soap and after-shave lotion (Personality Beauty Products, Ltd., Derby Road, Ashby-de-la-Zouch, Leics.).

A group from the wide range of coffrets and packs issued by Roberts Windsor, Ltd., Victoria Works, Colwick, Nottingham.

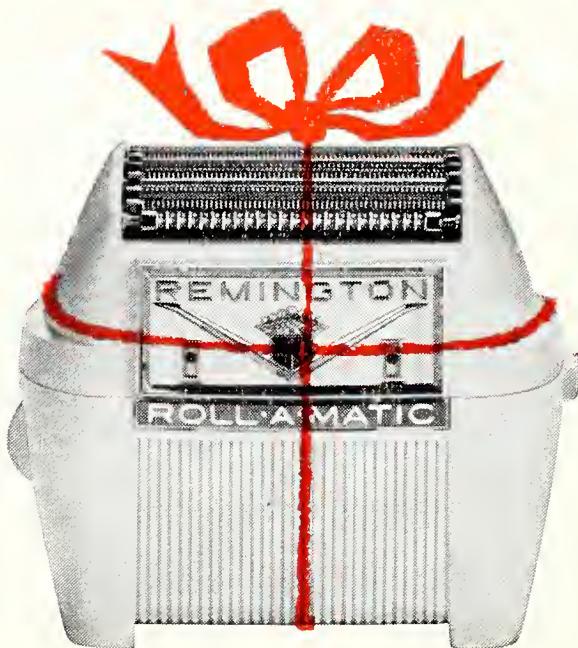
Nestling in the wickerwork are Midnight skin perfume, bath essence and dusting powder (Dorothy Gray, Ltd., Raynes Park, London, S.W.20).

QUESTION



**WHAT NEW PRESENT
WILL SO MANY WOMEN
BUY FROM YOU THIS
CHRISTMAS?**

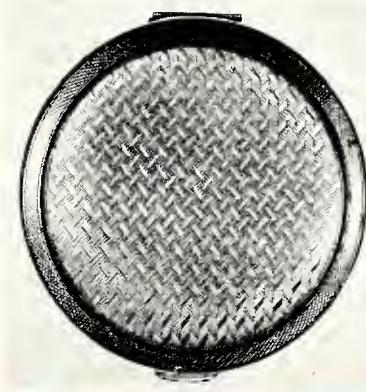
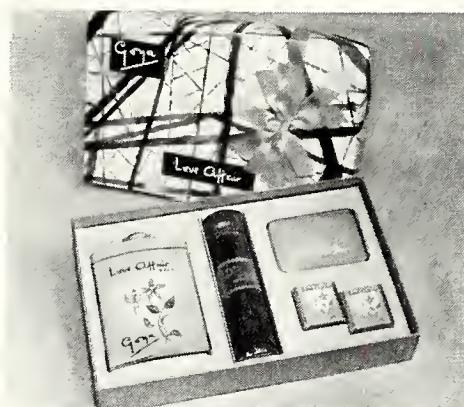
ANSWER



THE REMINGTON ROLL-A-MATIC. New, handsome and boldly masculine. This is its first Christmas in the shops. No wonder so many women will buy a Roll-a-Matic for their men this Christmas. It's the present of the moment that so many men want.

The Remington Roll-a-Matic *will* sell by the thousand. It will be advertised full blast on TV right through the Christmas-present buying season, and with large press advertisements. Women all over the country will decide it's the present they want to give.

**Make sure your Christmas stocking
has plenty of the REMINGTON ROLL-A-MATIC**



umerous variations of bath cubes, talc, perfume stick are available in French Moss, French Flowers, French Pink (J. C. & J. Field, Ltd., Adelphi, Salford, Manchester).

From the extensive Goya range is shown Love Affair Soap, talc, bath blossoms and Cologne spray (Goya, Ltd., 161 New Bond Street, London, W.1).

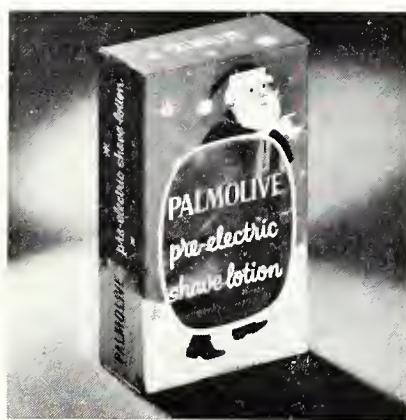
With an appropriately decorated lid this Evening in Paris coffret provides soap, bath cubes, perfume and Cologne stick (Bourjois, Ltd., Queen's Way, Croydon, Surrey).

Four perfume and eau de Cologne are brought together in one of many 4711 gift boxes (Scott & Sonne, Ltd., 50 Upper Brook Street, London, W.1).

The hand of the stylist is seen in the flock-covered gift box of Amie perfume, Cologne and talc (Hardy Amies, Ltd., 14 Savile Row, London, W.1).

Available in Moonflower, Embrace and Blue Gardenia, the talc, skin perfume and soaps gift box is one of several variants (Jane Seymour, Ltd., 162 New Bond Street, London, W.1).

Three compacts selected from a wide range of designs and patterns in the Kigu series (Kigu of London, Waldo Road, London, N.W.10).



The tapestry motif is distinctive on the pack for Madame Rochas pursatomiser (Marcel Roches (England), Ltd., 65 Grosvenor Street, London, W.1).



A window-pack for Palmolive pre-electric shave lotion (Colgate, Palmolive, Ltd., London, W.1).

Christmas display sleeves for Morphy-Richards electric shavers (Morphy Richards, Ltd., 50 Conduit Street, London, W.1).

Everything for taking pictures straight away. Kodak Starmite camera outfit with Brownie 44A camera and accessories (Kodak, Ltd., Kodak House, Kingsway, London, W.C.2).

One of the Corvette series (Jane Seymour, Ltd., 162 New Bond Street, London, W.1).

Cyclax "Gay Chiffon" coffret, with bath powder, soap, perfume, hand lotion and skin perfume (Cyclax, Ltd., 65 South Molton Street, London, W.1).



The Saville skin perfume cocktail presented in a cocktail shaker with a detachable golden base for measuring party drinks (Saville Perfumery Co., Ltd., 10 Sackville Street, Piccadilly, London, W.1).

Luxury beauty case containing a variety of Cyclax preparations (Cyclax, Ltd., London, W.1).

Hand-painted jar containing bath salts (Abietsam Manufacturing Co., Ltd., Concordia Works, Carmichael Road, London, S.E.25). Mill-O-Bubble bubble bath (John H. Gould, Ltd., distributed by Berrinton Merchandising Co., Ltd., 41 Market Street, Brighton).



Arden for men cannister containing eau de Cologne and gold talcum (Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1).

Marquay's gift set containing a matching set of perfume, vanity bag, toilet water in bottle with cut-glass mirror and atomiser (Edwards Harlene, Ltd., 35 Gough Street, Calthorpe Street, London, W.C.1).

Noddy polythene hot-water bottle offered in pink and blue (Halex division, British Xylonite Co., Ltd., 9 Conduit Street, London, W.1).



Wicker baskets. At left, Bath salts by Jean Sorelle, Ltd., 21 Turle Road, London, N.4. At right, Toilet powder and bath soap, J. Floris, Ltd., 89 Jermyn Street, London, S.W.1.

Ilford Sports 4 camera and flash outfit for immediate picture taking (Ilford, Ltd., Ilford, Essex).

Halex Caprice toilet set comprising hairbrush, comb, clothes brush, cuticle remover and nail file, backed in pastel colours of blue and pink, and packed with a lily-of-the-valley spray (Halex division, British Xylonite Co., Ltd.).



Gift box of pine needle soap (Rarika, Ltd., 69 Aldermanbury, London, E.C.2).

Gift set available in Mitsouko or L'Heure Bleu paired with matching Cologne (Guerlain, Ltd., 22 Aintree Road, Perivale, Greenford, Middlesex).

Available in three perfumes, this Personality coffret includes talcum powder, bath cubes and turtle oil soap (Personality Beauty Products, Ltd., Ashby-de-la-Zouch, Leics.).

Famous Names

for the
Christmas
trade

Cussons

POND'S

GALA

1^o 4711.

Miner's

BOURJOIS

F^o Fields

GROSSMITH

Potter & Moore

Saville

ATKINSONS

Morny

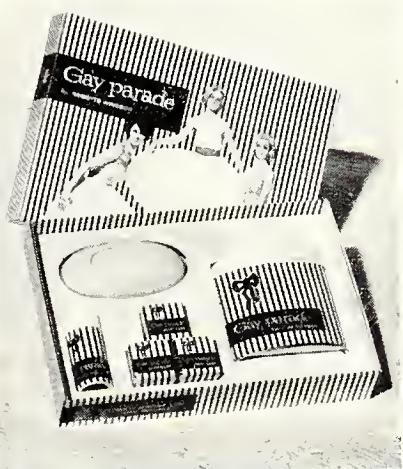
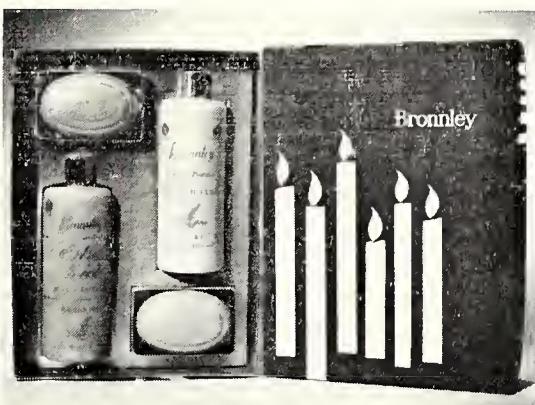
ROBERTS
WINDSOR

Outdoor
Girl

Cullingford
of Chelsea

THERMOS
REGISTERED TRADE MARK

Sangers



of the 4711 Sir range. It
contains after-shaving lotion and
antiseptic (Scott & Bowne, Ltd.,
Upper Brook Street, London,
W.1).

Desert Flower toilet water and two
soaps are on view without untying
the ribbon of the gift box (Shulton
(Great Britain), Ltd., 96
Brompton Road, London, S.W.3).

In brilliant blue candle-decorated
box are brought together English
Fern talc, hand lotion and soaps
(H. Bronnley & Co., Ltd., Brack-
ley, Northants).

Luxury Molyneux gift
set of Numero Cinq
parfume, talc and soap
(Molyneux et Cie (De-
sign and Perfumes),
63 Grosvenor
Road, London, W.1).

A "wine cradle" en-
gagingly houses Morny's
sandalwood luxury mist
talc in plastic bottle
(Morny, Ltd., 28
Wadsworth Road, Peri-
vale, Middlesex).

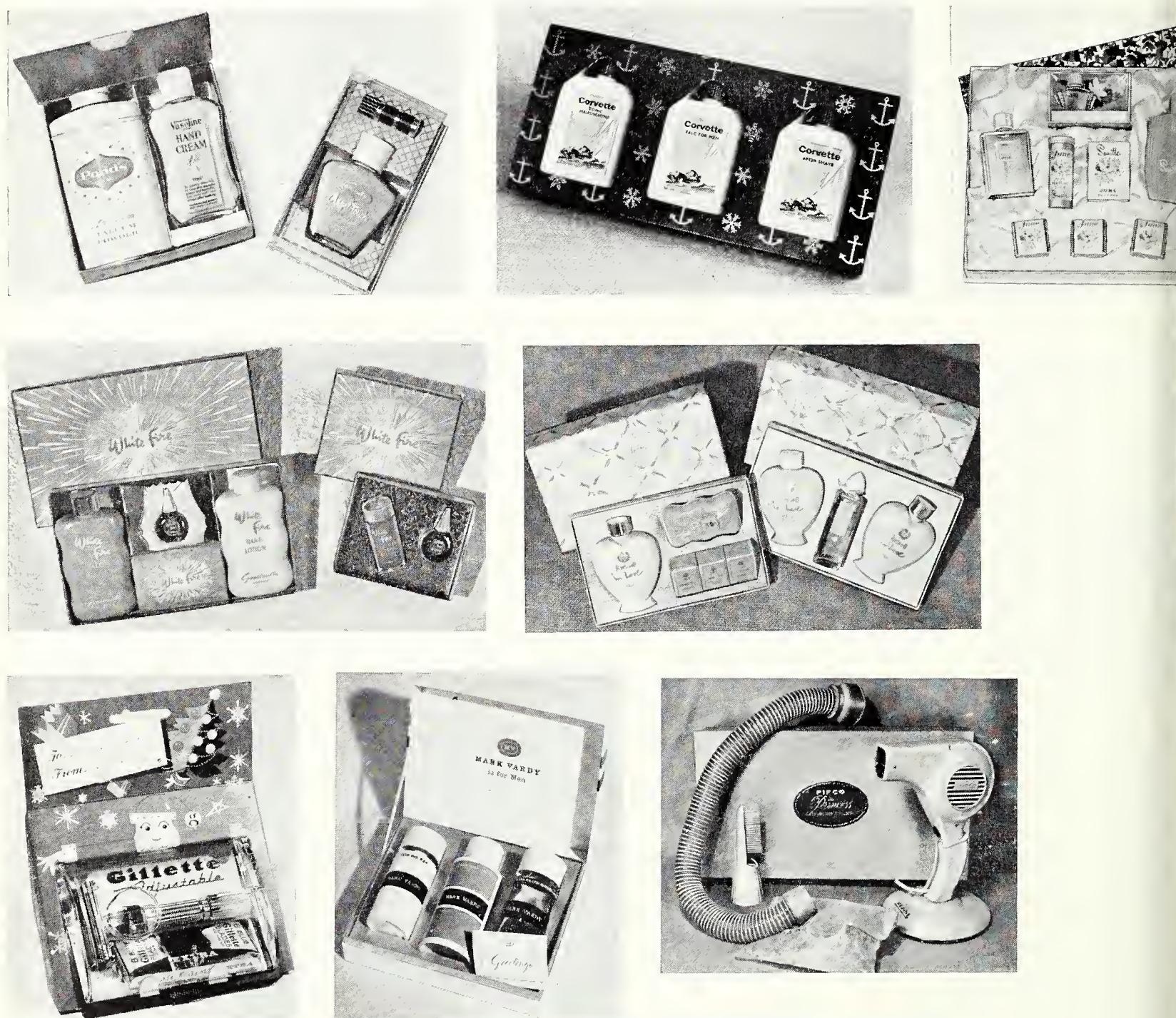
Six cosmetic luxuries in
a compact mirror-lidded
presentation box—one
of several in the range
(Revlon International
Corporation, 86 Brook
Street, London, W.1).

Madame Rochas per-
fume in bottle with 18-
carat gold-plated cap
(Marcel Rochas (Eng-
land), Ltd., 65 Gros-
venor Street, London,
W.1).

assortments in the "pine"
(soaps, talc bath cubes and
essence) of H. Bronnley &
Ltd., Brackley, Northants.

Gay Parade is the name given to a
new Roberts Windsor Christmas
gift range specially designed for
the teenager (Roberts Windsor,
Ltd., Victoria Works, Colwick,
Nottingham).

Christmassy "window" packs
adopted for the Gillette range of
shaving brushes (Gillette Safety
Razor Co., Great West Road, Isle-
worth, Middlesex).



At left: Ponds talcum and Vaseline hand cream (Chesebrough Ponds, Ltd., Victoria Road, London, N.W.10). At right: Transparent cover reveals Angel Touch liquid make-up and lipstick.

After-shave lotion and tonic hair-dressing in light polythene bottles (Jane Seymour, Ltd., 162 New Bond Street, London, W.1).

One of the larger and more comprehensive coffrets from the June range (Saville Perfumery, Ltd., 16 Sackville Street, London, W.1).

Puffer talc, hand lotion and soap surround the perfume in the larger White Fire gift box. The smaller contains perfume and perfumed Cologne stick (J. Grossmith & Son, Ltd., 41 Piccadilly, London, W.1).

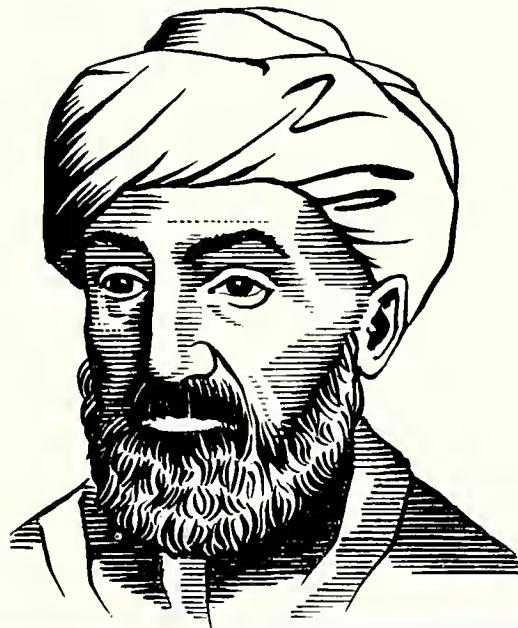
Two packs from the In Love range in boxes designed by Mr. Norman Hartnell (Norman Hartnell, Ltd., 26 Bruton Street, London, W.1).

This Mark Vardy pack contains talcum, cream foam shave and after-shave lotion (County Laboratories, Ltd., Beecham House West, Great West Road, Brentford, Middlesex).

Pifco Princess Ensemble hairdryer (silently operating hairdryer) stand, comb attachment with plastic hood and flexible hose (Pifco, Ltd., Pifco House, Watling Street, Manchester, 4).

The Gillette gift pack with the adjustable razor and blue Gillette blades (Gillette Industries, Ltd., Great West Road, Isleworth, Middlesex).

In two previous articles Mr. Leslie Matthews has examined the impact upon the practice of medicine and pharmacy of Galen and Avicenna. The subject of the present reappraisal is shown to have exerted a profound influence on the course of medical thought in his own and succeeding generations



Maimonides (Moses ben Maimon)

LESLIE G. MATTHEWS

WHETHER as the leader of Jewish thought in his day or as an outstanding figure in the medical world—Sir William Osler called him the Prince of physicians—Maimonides has an assured place in the long line of those who have made their mark upon their own time and have influenced their successors. Born in Cordova, Spain, on March 30, 1135, of a family that had lived in Spain for a generation or more, Maimonides was strictly brought up by parents well-known for their piety and learning, his father being a judge and a leader of the Jewish community there. Hebrew and Arabic were languages equally familiar to him. The contribution Maimonides made to Jewish doctrine and theology has long been recognised. Chief Rabbi Hertz wrote in 1935, the year of the eighth centenary of the birth of Maimonides: “He had made the whole intellectual wealth of his age his own. His works cover Bible and Talmud, theology and metaphysics, logic, astronomy, and polemics. . . . He mastered the whole content of Judaism . . . (he was) Israel’s most universal mind and its greatest spiritual force since the close of Bible times.”^(1a)

Jewish Science in Spain

During the eleventh and twelfth centuries the Jewish population in Southern Spain was considerable. The Moslems who had conquered that part of the country, had, in general, shown the Jews no ill-will; indeed, they took every advantage of the science and the inventive genius that the Jews, with their intense interest in learning, could bring to the country. Cordova, then the capital of Moslem Spain, was the headquarters of Jewish scholarship and authority. About the year 1148, when Maimonides was thirteen years old, there came an invasion of the Almohade Arabs from Morocco. They were a puritan sect, determined upon enforcing a strict interpretation of Mohammedan doctrines, believing that the refinement of manners which their Moslem brethren exhibited in Spain led to laxity in daily life. For them the Jews epitomised that refinement and, in consequence, those new conquerors—who themselves were

to rule only for sixty years—began to make life difficult. For Maimonides’ family it was the signal for hurried departure, from which began years of wandering. Some of those years were spent in Fez, where it is generally assumed that Maimonides studied medicine. For eighteen years or so the family could find no real home. Finally they settled themselves in Fostat (Old Cairo) in 1165. By that time Maimonides would have been about thirty years of age. Cairo, centre of the many Jewish families in Egypt, was then the chief seat of the Vizier acting as Regent for the Mighty Sultan Seleh-el-Din (Saladin), doughty opponent of the Christians, he who finally wrested Jerusalem from them in the wars of the Crusades in the twelfth century.

Works of Codification

In the long years of wandering Maimonides had brought his great analytical and imaginative faculties to bear upon the Jewish rites and ceremonies. It was during those years, that, without books and without recourse to libraries (though it seems impossible it could be so), he completed in manuscript the codification of Jewish Law in fourteen books* the *Yad ha-Hasakah*. He sifted and made a digest of the accumulated centuries of Rabbinical doctrine and wisdom. Commenting on that task, he himself declared: Therefore I, Moses ben Maimon, the Sephardi, girded my loins and, relying on the help of God . . . wrote this treatise (which) . . . purposes to obviate the necessity for any other book on any matter of Jewish Law.[†]

Maimonides, physician to, and under the direct patronage of, the Vizier, speedily acquired a reputation, not only in

* English translations of some of these books have been published in recent years in the Yale University Judaica series.⁽⁶⁾

† Maimonides’ other important theological works are (1) *The Commentary on the Mishnah—the Oral Law—a treatise on practical duties*, written for unlearned laymen, a commentary described as “The best in existence” and (2) *The Guide to the Perplexed—Moreh Nevuchim*—in which he attempted to resolve difficulties over truth in the Scriptures with the more liberal and scientific thought of the philosophers. Written in Arabic, the work was quickly translated into Hebrew. Philosophers in succeeding centuries have sought its wisdom. Sarton says that it was designed to reconcile faith with reason.⁽²⁾

the practice of medicine but as a leader of Jewish thought and doctrine in Cairo. It is recorded that his medical duties required him to set out on horseback at daybreak to have audience of his patron, and to visit his important clients who for the most part were petty Sultans and their courtesans. He had little time to attend to the poorer people who so badly needed medical attention. It was only on the Sabbath that he had any time to give advice to his own people. His reputation with the Vizier increased, and he came under the notice of the Sultan Saladin himself, who appointed him his personal physician. Pressure was soon brought to get him to record his medical experience. Thus he came to write the important medical works that incorporated not only the wisdom of the recognised classical teachers but also his own observations, based on his rapidly growing practice. As befitted a scholar, he had read and absorbed the then standard works of Rhages—on the virtues of drugs—Avicenna, and the Arabic versions of Galen and other medical writers of the preceding centuries. His own writings, especially his review of the accepted leaders, tempered with his acute observations, had a lasting influence on succeeding centuries and were widely disseminated throughout Europe. Well known physicians such as Henry de Mondeville and Guy of Chauliac quote him as an authority. What were the outstanding characteristics of his work and how did he come to exert such an influence on later medical and pharmaceutical practice? His most prolific period was between the years 1167 and 1200, i.e., he was writing up to within a few years of his death in 1204.

Galen with an Addition

His major works were the "Medical Aphorisms," known as the *Fusul Musa*, in which he published about 1,500 aphorisms of Galen, but with this important difference—he did what none of the earlier writers had either dared to do or thought proper to do: he added a twenty-fifth chapter in which he expressed doubts about some of the conclusions reached by Galen and drew attention to many of the inconsistencies in Galen's statements. That was indeed courageous, for criticism of an ancient and accepted teacher was something new in medicine. He drew his readers' attention to Galen's contradictory statements about the differing pulse rates in ageing persons; about the variations of body temperature; he discussed the cause of epilepsy, and pointed out how Galen had failed to state clearly the causes of syncope, which meant that students were unable to profit by Galen's notes on that topic. (Those are a few instances of Maimonides' bringing his experience as a practising physician to bear in analysing the text of a long-established author.) He had something to say, too, about diabetes, though his conclusion that the disease was more prevalent in the East than in the West was a mistaken one, since he had not the opportunity to practise as widely amongst his own people as amongst the Arabs. In his "*Regimen Sanitatis*" he made the point that even a robust person, on suddenly hearing bad news, was shocked and became pale and trembled, losing appetite, whereas a sick person, hearing good news, had exactly the opposite experience. He noted that while sick persons were usually depressed, normal healthy persons were happy and cheerful. In other words, he was in no doubt about the mental part that health or disease played in the make-up of mankind and to that extent he was greatly in advance of his time. R. V. Feldman, in a translation of some lines of a famous Moslem poet, Alsaïd ibn Sina Almulk, wrote:

Contrast Maimuni's with famed Galen's Art
Health to the body Galen can impart,
But the wise Hebrew, with a two-fold skill,
Relieves both mind and body from all ill.^(1b)

Maimonides' important work on "Poisons," written at the request of his Patron, the Vizier al Fadil, was of outstanding value. Not only did it provide methods of treatment for snake bites but he surveyed the whole known field of possible poisoning, whether by animal, vegetable or mineral agent. In Latin translations the work was much used in the

fourteenth century and for long it remained the only complete textbook of causes and antidotes. W. M. Feldman^(1b) goes so far as to say that with a little editing it could be used as a textbook at the present day. The work was divided into two parts—poison by bites of animals, reptiles or insects, and poison by mouth, from whatever source. Maimonides explained that the effects of a poison are produced by its absorption into the blood. His directions are so complete and scientifically accurate that they would serve at the present day.^(1b) For example, he recommends a tight tourniquet above the wound to prevent the poison being carried round the body; the enlargement of the wound by excision to allow free drainage and the escape of the poison; suction of the wound by mouth or by dry cupping; cauterisation; finally, closure and dressing of the wound and general treatment including that for shock. He had particular observations to make about the bites of mad dogs—he explained how to determine the likelihood that a dog was mad—and he was the first to draw attention to the long incubation of rabies which, he said, was six weeks, a period confirmed by later writers. For poisons taken by mouth he recommended emetics, purgatives and antidotes. Besides dealing with the effects of various minerals such as copper, lead and arsenic, he gives directions for the treatment of poisoning by the solanaceous alkaloids, particularly coniine, and toadstools. Cantharides is described in detail, as are its effects, the pain and haematuria associated with over-dosing. Maimonides wrote with accuracy and in great detail on many topics not previously described, including asthma, pointing out that by dieting and the choice of a suitable climate, the sufferer could obtain relief. He recommended that sufferers from haemorrhoids should restrict themselves to a vegetable diet, a regimen not previously described. In his books on physical and mental hygiene he broke new ground, emphasising the part that heredity plays, and he suggested marrying a wife of healthy stock and preferably one of average good looks. Attention was drawn in his writings to the value of environment in the cultivation or suppression of a disposition for good or evil—a constant topic with all who are concerned with the present wave of crime amongst teenagers.

Contribution to Medical Thought

As already stated, Maimonides' contribution to the medical thought of his own and of succeeding generations was based upon personal observations of his patients and his accurate recording, within the limits of the then known physiology, of the scientific principles that evolved, rather than the guesswork of some of his predecessors. His grasp of the facts that, in minor ailments, nature herself would effect a cure, and that in those cases drugs were not necessary, would have commended him to any Ministry that might then have been concerned with a rising drug bill. The need for prevention of disease was with him paramount, and in every way preferable to over-concentration upon cure. He had something to say about the adjustment of dosage proportionate to age: a quarter-dose for the under tens, increased for those between ten and twenty, and a normal dose for the over twenty's, dependent on temperature and circumstances: a stronger dose could be given in a colder climate. Maimonides was a great and inspiring teacher, inculcating in the mind of his pupils the interrelation of mind and body in the causation of disease and treatment. If he made no epoch-making discoveries, his master mind, as has been said, acted as a "cement," bringing together the best of the accepted learning of the great physicians of the past with a new and analytical approach based on his own wide experience. Dr. Rabbinowicz, who translated into French the treatise on poisons, says: He was an eminent man who, as a matter of choice, did not accept without careful scrutiny current ideas, but who on the contrary examined them and in every possible way subjected them to verification.⁽³⁾

Naturally Maimonides could not escape from all the

theories of his time, for example, the use of theriacs as valuable remedies, and he gives many formulas for their preparation. The theriac of onions he prescribes against stings and bites. The brain of the hen, when consumed, has value and adds to the intelligence of one who is in good health. For fumigation of the house against flies and insects—and Egypt must have had its surfeit of them—it is best to burn the horns or hoofs of deer or goats, or to roast black mustard or poppy. If you burn a scorpion, he says, all the remaining scorpions will quickly disappear. As precautionary measures against food poisoning he recommends eating nothing that has a bad smell or a strong odour, and says that there are many ill-disposed persons who think nothing of masking poisons in food by preparing strong-smelling dishes in order to achieve their object.

Of the man himself we get an appreciation from his works and from his letters: what he was like in actual appearance is more difficult. An illustration of his reputed portrait appears in the *Universal Jewish Encyclopaedia* (Vol. 7, 1948) and of his own writings there is a letter treasured in the museum of the Jewish Theological Seminary in New York.⁽⁴⁾ His reputation in his own time went

far and wide. Richard Coeur de Lion, when in Palestine during the Crusades, would fain have had him as a personal physician, but Maimonides preferred to stay in Egypt in attendance upon Saladin and his Court. Maimonides' fellow-worshippers saw to it, however, that his final resting place should be with his own people, and to him they raised a tomb in Tiberias worthy of his outstanding leadership and his lasting contribution to Jewish scholarship.⁽⁵⁾ That tomb, of substantial blocks of masonry, now somewhat weathered and worn, is still there to remind visitors of medicine's permanent indebtedness to him.

REFERENCES:

1. Maimonides: Eighth-century Memorial Volume, London, 1935.
(a) Introduction by Chief Rabbi J. H. Hertz.
(b) Feldman, W. M., "Maimonides as Physician and Scientist."
2. Sarton, George, "Introduction to the History of Science" (Vol. II, Part I), Baltimore, 1931, 369-73.
3. Rabbinowicz, I. M., "Traité des Poisons," Paris 1935, Second edition, introduction.
4. Gordon, H. L., Article in the *Universal Jewish Encyclopædia*, Vol. 7, New York, 1948.
5. Zeitlin, Solomon, "Maimonides—A Biography," New York, 1935.
6. Dandy, Herbert, "Book of Cleanliness," translations from the Hebrew, Yale Judaica Series, Yale University Press, New Haven, Conn., U.S.A.

NEW BOOKS

Good Health in the Tropics

W. H. JOBLING. *John Wright & Sons, Ltd.*, Stonebridge Press, Bath Road, Bristol, 4. 6 × 4 in. Pp. 32. 3s. 6d.

COMPILED by the senior hospital medical officer at the Hospital for Tropical Diseases, London, the booklet gives practical advice to persons intending to travel to tropical countries, either on holiday or as emigrants. It is divided into two sections: "Before departure" and "After arrival." Points dealt with include vaccination, acclimatisation problems and how to avoid likely infections. An appendix lists designated centres in the United Kingdom for vaccination.

Why People Buy

LOUIS CHESKIN. *Business Publications, Ltd.*, 109 Waterloo Road, London, S.E.1. 8½ × 5½ in. Pp. 348. 35s.

"WHY People Buy" deals primarily with the behaviour of those who do the buying and is primarily concerned with the American market and related to work which has been done in that territory. There is much in this book that those connected with marketing and merchandising will find useful, although its value to the individual reader will primarily depend upon his ability of transferring the Cheskin experience to his own important problems.

Lipide Metabolism

K. BLOCH (editor). *John Wiley & Sons, Ltd.*, Gordon House, Greencoat Place, London, S.W.1. 9 × 6 in. Pp. xiii + 411. 84s.

WITH Lipide Chemistry (published in 1960) this book completes a two-volume set on the concepts and principles of lipids. The eight chapters have been written by international experts in the particular fields under review. The first thirty-five pages discuss the enzymatic mechanisms of fatty-acid oxidation and synthesis. There follow chapters on the metabolism of unsaturated fatty acids; metabolism and function of phosphatides; metabolism of glycerides; lipolytic enzymes; hormonal regulation of fatty-acid metabolism; formation and metabolism of bile salts, and the chemistry and metabolism of bacterial lipids (including antigenic activities).

Chemistry and Technology of Fertilisers

V. SAUCHELLI (editor). *Chapman & Hall, Ltd.* (*Reinhold Publishing Corporation, New York, U.S.A.*), 37 Essex Street, London, W.C.2. 9 × 6½ in. Pp. x + 692. 144s.

NUMBER 148 in the American Chemical Society's "monograph" series of technical publications, the book provides a comprehensive survey of the United States fertiliser industry today. It is aimed at chemists, chemical engineers and plant superintendents and at management executives charged with the selection of efficient and economic processes for the manufacture of agricultural and horticultural fertilisers. Technologists from the U.S. National Plant Food Institute and from American and British companies discuss such topics as the factors controlling the preparation of

conventional mixed fertilisers and how to overcome "caking" during their storage; the theory and practice of drying and cooling processes; liquid fertilisers, and prevention of corrosion. Extensive coverage is given to the mining and processing of phosphate ore, and to nitrogen compounds, potash salts and granulated fertilisers. The book also includes a detailed description of the equipment used in modern processing plant.

Chemistry of Drug Metabolism

W. H. FISHMAN, PH.D. *Blackwell Scientific Publications, Ltd.*, 24 Broad Street, Oxford. 9½ × 6 in. Pp. xviii + 235. 84s.

IN this book, which is a monograph in the American "Lectures in Living Chemistry" series, the author has successfully attempted to establish a logical continuity of subject matter from the factual treatment of the metabolic transformations of organic chemicals and drugs to a description of a variety of biochemical mechanisms of drug metabolism. Of the metabolic transformations described, the most detailed consideration is given to those that would appear to have a direct implication in the biochemistry and physiology of the healthy organism. Emphasis is placed on glucuronic acid conjugation and recently accumulated information on its relationship to carbohydrate metabolism as a whole is presented in considerable detail. Dr. Fishman also puts forward several suggestions concerning the function of vitamin C in metabolic transformations. He suggests they may possibly be precursors of 16, 17-dihydroxysteroids, and that metabolic conjugation may be regarded as a hydrogen replacement reaction. Authors and subjects are indexed and there is an extensive bibliography.

The Evolution of Medical Practice in Britain

F. W. L. POYNTER and others. *Pitman Medical Publishing Co., Ltd.*, 39 Parker Street, London, W.C.2. 8½ × 5 in. Pp. 168. 25s.

DR. Poynter has gathered together and edited the papers that were delivered at the first British Congress on the History of Medicine. The congress was organised by the Faculty of the History of Medicine and Pharmacy by the Worshipful Society of Apothecaries and held in London during September 1960. Dr. Poynter's own contribution is on the influence of government legislation on medical practice in Britain. Michael W. Perrin, chairman the Wellcome Foundation, Ltd., contributes an essay on the influence of the pharmaceutical industry on the evolution of British medical practice. The influence of medical education, of the Royal Colleges, of medical societies and health insurance schemes, on medical practice are dealt with in other papers. In addition there is a contribution on the history of rural practice. The last paper is concerned with the Scottish influence on the evolution of British medicine. Throughout the book there are references to the assistance which Dr. Poynter has given those who have presented the papers.

PHARMACEUTICAL SOCIETY'S EXAMINATIONS

Reports of the boards of examiners on the 1960 examinations

Scotland

THE Pharmaceutical Society's board of examiners for Scotland repeatedly stresses in its report for 1960 how essential it is for candidates to read questions carefully before attempting to answer them.

The report states the standard attained by candidates in the botany examinations followed much the same pattern as in previous years, a large percentage obtained a bare pass mark in both the written and practical papers. A number of candidates submitted very good papers indicating an understanding of the subject and care in interpreting the questions asked.

The written part of the examination continued to show improvement, but there was still a tendency to include irrelevant material in the answers. "Candidates must read the questions more carefully, and restrict their answers to material within the scope of the question."

Too Little Botany in the Answers

In the practical examination there was still room for improvement especially in answers to questions dealing with the flower, and in the interpretation of the individual morphological specimens. Too frequently candidates lost marks by careless drawing of the longitudinal section of the flower, with consequent lack of detail in the gynoecium, etc. As pointed out in previous years, many candidates continued to ignore the botanical nature of some specimens, being content merely to identify them by their common names.

The performance of candidates in the examinations gave a very faint indication that they were giving a little more attention to the functional aspects of zoology, and not entirely restricting themselves to the structural side. Candidates generally knew how living things were constructed, but too little about how they worked. "Once again the examiners would like to emphasise the great importance of reading questions very carefully before answering them. There is some evidence that candidates tend to avoid answering questions which require reading more than one or two sentences; a genetics question, which of necessity ran to over eight lines of print, was not attempted by any candidate, although its answer was rather simple. Attention is again drawn to the tendency of many candidates to wander off the question, a tendency which is uneconomic in marks."

In the practical examinations, some slight improvement in dissection technique was noticeable, but this did not always accompany a greater knowledge of the anatomy displayed. The standard of stained preparations remained disappointingly low. Questions involving some thought in addition to the description of a specimen or slide found many candidates wordless, but the minority of good answers was described by the examiners as encouraging.

Only a very few candidates managed to reach a high standard in the written part of the chemistry examination. It

was disappointing to find so many border line passes. The simple calculations given proved stumbling blocks for the many through an inability to use simple chemical laws and their applications. In the preparation of a given gas comparatively few students managed to select suitable reagents for removing the impurities, though common sense rather than highly specialised knowledge was all that was necessary. In the practical test some candidates gained excellent marks. On the whole the quantitative problem was done better than the qualitative. In many cases the qualitative exercise was unfinished owing to valuable time being allocated to unessential tests. There was often a great lack of common sense displayed, transition metal radicals being claimed in a mixture which obviously contained no coloured salts. There was a decided improvement in the presentation of the practical work.

The performance of candidates in the physics examinations showed little change from previous years. The number of candidates who were referred in this subject on their first appearance, yet passed easily at a second attempt, was much too large. That suggested that there was a tendency to concentrate on chemistry and biology and hope for the best in physics. A similar kind of tendency could be seen in the choice of questions. Frequently no attempt was made to answer any of the questions either in electricity or in optics.

The practical part of the examination continued to be treated in a slap-dash fashion. "Once again we would repeat that sufficient readings must be taken and the readings should be checked by repetition where possible. The graphical presentation of results leaves much to be desired."

Qualifying Under the Old Regulations

The general standard attained by the candidates in pharmacognosy did not differ greatly from that of previous years. There were still too many candidates who just reached the standard necessary to pass. In the written examination, questions dealing with the evaluation of drugs were poorly done, and showed that the monographs in the British Pharmacopoeia and British Pharmaceutical Codex had not been studied sufficiently to realise the implications of the standards. Few candidates knew the meaning of "foreign organic matter" as defined in Appendix XIII of the Pharmacopoeia. There was a growing tendency to omit drawings. It must be emphasised that accurate, labelled drawings were essential in answering many questions adequately. "It would be a great advantage to the candidates, both in the written and practical examinations, if they took the simple precaution of sharpening pencils, as this might help to produce clearer and more accurate drawings." The question dealing with the method of preparation and storage in relation to the constituents of digitalis, ergot and gentian was badly done, and the differentiation between soluble starch

and dextrin was confused and inadequate. When dealing with the chemical tests on fibres, most candidates made no mention of the strength of the reagent even when this was important. In both written and practical examinations, candidates showed little knowledge of the detailed histological characters of ipecacuanha.

In the practical examination the microscopical preparations left for inspection were too often badly prepared, and the mounting dirty and messy. More attention should be paid to the presentation of clean preparations. The identification, without reference books, of the few powders so required in the syllabus, and the detection of gross adulteration in them, seemed to cause difficulty, many candidates making wild guesses at the identification. When the powder or material did not require to be identified, candidates spent a great deal of time looking up reference books in the hope of getting something to fit instead of drawing and describing the characters observed. In the identification of unorganised drugs by sensory characters and chemical tests, time was spent proving what was absent instead of what was present. Carrying out simple tests, such as solubility in hot and cold water, would prevent candidates from making absurd identifications. Some improvement was shown in the exercises dealing with the objective description and drawings of whole drugs, but a more systematic approach to the description would be an advantage.

Pharmaceutics

The standard of answers in the pharmaceutics written papers was much the same as previously. Most candidates gained just enough marks to pass, and there were very few outstanding papers. Questions on the use of autoclaves for the sterilisation of dressings were badly answered. Line drawings of autoclaves were poor, and showed a lack of understanding of the principles underlying the use of dressing sterilisers.

Failure to read the questions as printed in the paper was frequently the cause of loss of marks. "For example, candidates will often write a description of a process when in fact they have been asked to discuss it."

In dispensing, the standard of work was fair. Candidates failed because of a gross error in one question rather than because of poor work in all. The weakness in the theoretical knowledge of sterilisation was reflected in the practical examinations. Some candidates showed lack of confidence in using bench-type autoclaves. In aseptic technique the standard was for the most part satisfactory. The problem question in the examination showed up the weakness in some candidates. There was too often an attempt to make the problem fit an exercise done in the college, and reported in a laboratory notebook. This caused the candidate to use the wrong approach to the problem, and many failed to apply their knowledge and initiative.

The majority of candidates had an adequate knowledge of physiology and biochemistry with pharmacology lagging a little way behind. There were fewer of the very good or very bad papers than in previous years.

The most noticeable feature of the examination, however, was a failure to appreciate the value of the subjects as a basis for understanding the problem of biology in general and the practice of pharmacy in particular. It was clear that most students had received and acquired a vast amount of information in some considerable detail. In many cases, however, it remained at an academic level, and was not related to practical day to day matters. This defect was particularly noticeable during the oral examination.

While the examination results in pharmaceutical chemistry were reasonable, a number of candidates seemed to handicap themselves by failing to grasp the importance of the fundamental ideas in organic chemistry. The various types of isomerism were confused, and ideas of asymmetry were vague. "In a course extending over two years, work done in the first year seems to be neglected for what is assumed to be the more important work of the second year. The inevitable result is a series of blunders in elementary principles, which create a very bad impression."

In questions involving some connection between theoretical and practical work, it was obvious that the two branches had been put into separate compartments, and explanations of practical experiments were often unsatisfactory.

It was surprising to find numerous examples of common pharmaceutical substances where the candidate had little knowledge of their composition or nature.

Carelessness in the writing of structural formulæ causes considerable loss of marks.

Clarity Scores Marks

Questions involving the drawing of instruments or apparatus were occasionally well done. Artistic ability is not essential to obtain full marks but clarity and good annotation would improve a considerable number of answers.

In the physical and analytical section, results could frequently be described as "very good" or "very bad."

The syllabus requirements in analytical procedure are not extensive, and it was sometimes difficult to believe that after two years' study so much had been forgotten.

It was not generally realised that quantitative exercises should be done in duplicate and that time was ample for such duplication. Frequent errors occurred where the delivery capacity of a pipette had been assumed to be 25 mil or 20 mil without looking at the figure on the pipette. "Logarithmic tables are used with a confidence that is not always justified, and results returned show that a common-sense approach has not been attempted to correct an obvious error."

The standard attained by candidates in forensic pharmacy continued to decline. In spite of the increased knowledge called for by the syllabus in the

subjects of Chemistry and Pharmacology, candidates often failed to take advantage of that knowledge to assist them in the type of question which demanded the assignation of substances into their respective Parts of the Poisons List and into the Schedules to the Poisons Rules, or to control under the Dangerous Drugs Act. It should be made clear to students that the Dangerous Drugs Register does not require a signature for each transaction. Those general questions, involving straightforward interpretation and explanation still indicated, in many cases the superficial knowledge of the candidates in this subject.

New Regulations, Part I

On the whole the July Pharmacognosy examination paper was reasonably well answered, a number of candidates passed without difficulty. In both the July and September examinations, however, a number of weaknesses were evident. Among these was a lack of clarity and systematic approach to the questions. Drawings were too often careless and inaccurate. Questions dealing with the fibres used for surgical dressings were frequently badly done and it was surprising how few candidates knew the structure of cotton crêpe bandage and crêpe bandage. The knowledge of the starches was usually confused and the drawings lacked accuracy. "It is hoped that candidates will realise, especially when preparing for the Pharmacognosy II examination, that the subject calls for clarity of expression, accurate drawings and greater attention to significant detail."

It would be unfair to generalise too much on the results of the pharmaceutical chemistry I examination because of the small number of candidates taking part up to date.

The easing of the burden by dividing the examinations should produce a better percentage pass, and this so far appeared to be the case.

The number of candidates with very good marks was surprisingly low, and it may be that students have not yet come to look at this examination as a part of their final examination. If the standard reached at this stage is not appreciably above the pass mark, the further examinations may prove a much more difficult hazard.

Candidates should realise that where a compulsory section is included in an examination paper, a low mark in this section involves a considerable penalty in the general assessment.

The physiology examination consisted of a written paper only, required the candidate to attempt five questions in physiology instead of two or three under the old regulations.

The wider coverage provided a much clearer picture of the candidates' knowledge of the subject. The standard achieved in June was quite good, and would have been very good but for misunderstandings in regard to two topics (a) the functions of the autonomic system, and (b) the nature and significance of the Colour Index. The general quality of answer in these papers suggested that the fault was not in every case due to lack of ability on the part of the student. The absence of a practical or oral examination deprived sev-

eral candidates of an opportunity of commenting on the misunderstandings referred to above. In the September examination the standard was adequate.

England and Wales

The board of examiners for England and Wales made comments similar to those of the Scottish board.

The general standard of written work in Botany was maintained. The question on enzymes was poorly answered and candidates showed little knowledge of modern theories on the subject. The marks obtained in the practical examinations were rather better than in recent years.

In general the standard in the zoology examination attained by candidates in previous years was maintained, but the impression gained was that the better candidates were better than those in previous years. The poor performance of some candidates was the result of inadequate practical instruction.

The number of candidates examined in chemistry was too small to enable any general conclusions to be drawn.

As in previous years most of the candidates showed that they were inadequately prepared to the required standard in physics and there was evidence that some had no interest in the subject. The work of candidates in the practical examination was as usual of a higher standard than in the written examination. The occasional inclusion in the course of simple problems would be of value in preparing candidates for the particular requirements of a problem as set in the examination.

Candidates generally appeared to have covered the whole syllabus although, as in previous years, the majority showed a weakness in tackling problems.

Qualifying Examination

In general the standard attained in pharmacognosy during recent years was unaltered. The pharmacognosy examination has proved reasonably satisfactory to candidates, teachers and examiners but modification will doubtless be desirable in the light of further experience.

Answers in the theory pharmaceutics were mediocre and in many cases the grammar, spelling and handwriting of candidates was poor. Diagrams tended to be poor and inaccurate. Candidates still ignored operative words in questions such as "describe critically." It was not uncommon for candidates to give an answer that fitted their knowledge of the topic instead of answering the question set by the examiner. Candidates should be able to put into words their conclusions from mathematical data and not leave the examiner with the suspicion that they are unable to do so.

The following comments concerning the practical Pharmaceutics I should be noted by future candidates:

Inaccurate volumes and weights were often returned. Simple mixing operations were often badly done; for example, ointments containing zinc oxide and ichthammol. The candidates' work was often hampered by books and materials that littered the benches. Unnecessarily complicated calculations were frequently presented. Calculations

were often unchecked and quantities omitted. The presentation of products left much to be desired and in particular the necessary details were often omitted from the labels for injectable products.

Shortcomings in Pharmaceutics

A number of candidates in the practical Pharmaceutics II examination still failed to mix the contents of tubes properly in exercises on bacteriostatic values. Some candidates failed to label their ampoules. Methods of inactivating drugs in sterility tests were frequently not known.

Individual performances in the practical Pharmaceutics I (Three year course) varied in skill but no candidate fell below a good standard. There seemed to be evidence that the less crowded

time-table had resulted in a better understanding of the principles involved.

It was disappointing to note that the questions in the physiology section which were badly answered included those on topics in which one might expect the students to be particularly interested. In the pharmacology section the answers showed that the teaching of this part of the syllabus was adequate. The practical work was generally satisfactory.

The pass lists for Pharmaceutical Chemistry I were much the same as in recent years and little need be said beyond the fact that all the old failings were still apparent.

Many three year course candidates in Pharmaceutical Chemistry II failed to express themselves in a clear and lucid

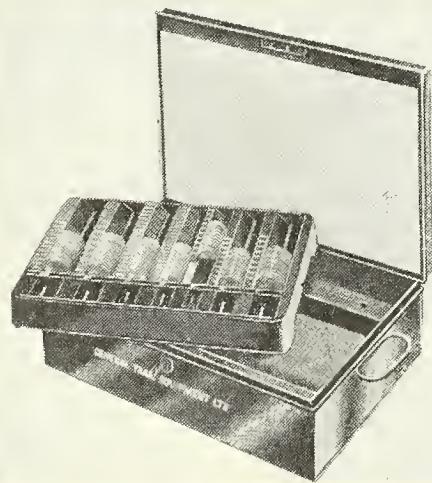
manner; it was felt that all would benefit by practice in answering questions. Candidates should approach the practical work with the intention of tackling *ALL* the questions set and should not attempt to pass on the strength of the quantitative exercise only. In the qualitative exercises it would be helpful to the candidates if they had a routine scheme for the preliminary examination in:—1. the identification of a single substance, and 2. the classification of an organic compound.

In Forensic Pharmacy the performance of the majority of candidates was satisfactory. In general, however, poor answers were given to the questions involving a knowledge of the requirements affecting the labelling of poisons when sold by retail and their supply and storage in hospitals.

AIDS TO EFFICIENCY AND PRODUCTIVITY

"World's Lowest-priced" Adding Machine.—Claimed the lowest-priced instrument in its class, the Adwel adding/listing machine distributed by Adwel Adding Machines, Ltd., 20 Pall Mall, London, S.W.1, "cuts figuring time to a fraction."

Cash Carrying Box.—The Rakashier coin carrier, a specially designed box fitted with a tray equipped with grooved racks for different coin sizes, simplifies the problem of transferring coins and notes between bank and office or shop. Beneath the racks are con-



tainers for notes, cheques and wage envelopes. There is room for up to £20 2s. 6d. worth of coins of different denominations in each tray, and while the box is being carried the coins are held firmly in place by foam rubber padding inside the lid. The tray fits snugly on two ledges within the special steel carrying case, which is fitted with a stout lever lock and measures 15½ x 10½ x 4¾ in. Suppliers are General Trade Equipment, Ltd., 82 Seymour Place, London, W.1.

Aid to Safety.—Capable of being stood upon to provide an extra 14 in. in height, or sat upon, the Kik-Step issued by Ronco Sales Organisation, 81 East End Road, London, N.2, is claimed to be "the safest way to climb ever devised." A kick, and it rolls into position. Immediately weight is applied to the lower step platform, the spring-loaded castors retracted, and the rubber base-ring settles on the floor, making

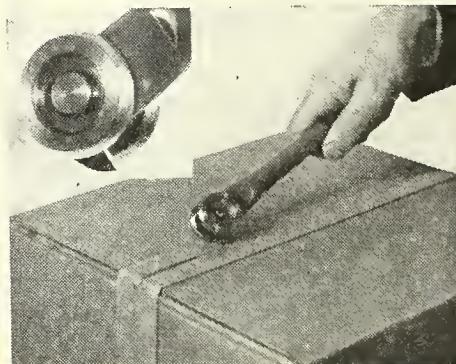


a steady, secure climb possible. The top platform allows ample room for both feet, and the Kik-Step cannot move whilst a person is standing upon it. When the user's weight is removed, the spring-loaded castors extend and the Kik-Step is ready to be kicked to the next required position.

Letter Dictation by Telephone.—A shorthand typing service by which dictation is given over the telephone is available from Telephone Typists, Ltd., 11 Beauchamp Place, London, S.W.3. The company employs a panel of expert shorthand-typists, to whom dictation may be given over the telephone at only a few minutes' notice. Letters are typed at once and posted to the client to reach him the next morning. On receipt of a telephone call from the client the company telephones one of the panel and gives her the name of the client. She rings the client immediately and is at once ready to take dictation over the telephone. For casual clients, plain stationery is provided unless otherwise required. Regular users can have a supply allocated to the company for such use.

Two New Carton Openers.—A.L.M. Engineering Co., 18 Edgecumbe Road, Bristol, 6, manufacturers of the Korricut corrugated-paper cutting machine, announce two additions to their range. The Korricut carton opener opens up any kind of cardboard or corrugated

container within seconds. Of tubular steel construction, with easy-grip rubber handle, it has a tempered cutting blade set between free-running steel wheels, which automatically regulate the depth of the cut when the tool is drawn lightly along the seams of the carton. It is understood that no lubrication, servicing or maintenance is required, and renewable blades are easily fitted. The Korricut staple remover, a companion tool, has the same basic construction but a steel hook that removes the strongest staples.



The Korricut carton opener in use.

MAKERS' ACTIVITIES

Lactic Acid Uses.—The first issue (Summer 1961) of "Aim," a quarterly house journal by Bowman's Chemicals, Ltd., Widnes, Lancs, is in circulation.



RECEIVING THE PRIZE : Mr. T. H. Toty, M.P.S., receives from Mr. F. C. Highfield (sales manager of Roberts Windsor, Ltd.), left, his cheque as winner of the company's recent window display competition (see C. & D., August 19, p. 189).

A THING OF BEAUTY IS A JOY FOR EVER...



...BEAUTY FADED HAS NO SECOND SPRING

... but the reliability and purity of B. W. & Co. Fine Chemicals have been a source of pleasure for many years—and these qualities remain undiminished.

Adrenaline, Atropine, Benzamine Salts, Bismuth Carbonate, Digoxin, Emetine and E.B.I., Ergometrine, Hyoscine, Hyoscyamine, Isoprenaline Sulphate, Physostigmine, Pilocarpine, Polymyxin B Sulphate, and other speciality drugs.

Competitive quotations on request

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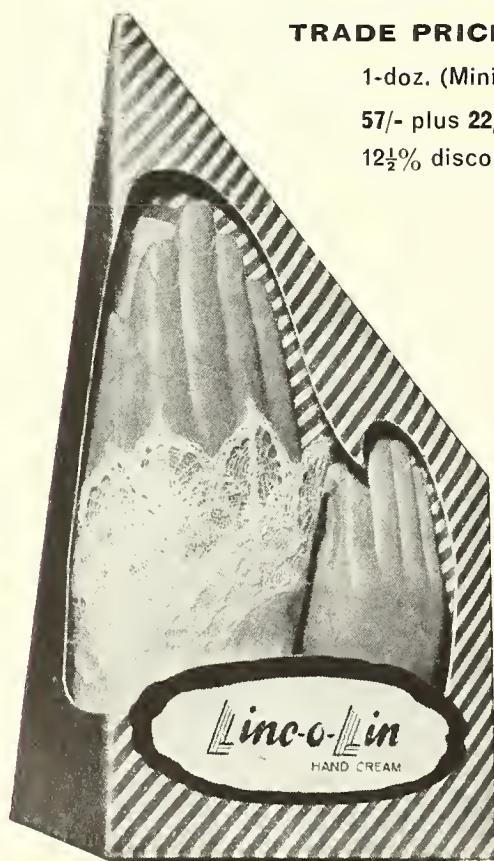


BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) The Wellcome Building, Euston Road, London NW1

linc-o-lin

Hand Cream Presentation Pack

The 4-oz. and the 1-oz pack of LINC-O-LIN Hand Cream are presented this year in an elegant and unusual gold striped pack with 'see-through' window. Complete with an Irish nylon lace trimmed handkerchief — this is a delightful 'under 10/- gift'—retailing at 9/6.



TRADE PRICES:

1-doz. (Minimum) at
57/- plus 22/3d. Tax
12½% discount on 6-doz. packs.



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It is statistically proved that the average woman buys 30½ presents a year. This includes birthday, holiday and 'thank you' presents as well as the more obvious Christmas present buying she does. This is an important market and one you can't afford to ignore. The demand for novel, but inexpensive gifts is tremendous. Your customer is ready and anxious to buy so remind her by keeping a range of Presentation Packs boldly displayed on your counter.

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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, SEPTEMBER 6: The markets were again in the doldrums during the week. The high bank rate, together with the diminishing profits of manufacturers, may well be forcing buyers increasingly to purchase on a hand-to-mouth basis—a course which, in the CRUDE DRUGS section at any rate, is likely to lead to shortages and high prices, since there are not the available stocks of most commodities to meet any surge of orders.

Some of the American botanicals are lower now that they have arrived on the spot, but CASCARA was about 5s. a cwt. dearer. BELLADONNA ROOT is cleared on the spot and no firm offers have been received for the new crop, deliveries of which usually arrive next month. Spanish or Portuguese ERGOT, which rose sharply two or three weeks ago, has fallen back from 11s. to 9s. 6d. per lb. Indian CELERY SEED was dearer for shipment upon reported continued American buying. SPICES were mainly unchanged with the exception that some PEPPERS were dearer. A note on pepper production is given on p. 259. HENNA was dearer by 7s. 6d. per cwt. on the spot, as no offers were being received from origin. Chinese MENTHOL was unchanged; Brazilian material continued its firmer tone. While there is little or no demand on the spot for the limited supplies of good quality Alexandria SENNA PODS, it is unlikely that there will be any further shipments from origin of similar quality until next year.

Price changes in ESSENTIAL OILS were few. They were restricted to LEMONGRASS and Brazilian PEPPERMINT, both of which were threepence per lb. dearer on the spot.

Pharmaceutical Chemicals

ADRENALINE.—(Per gm.). Synthetic B.P. 1-kilo lots, 11d.; 500 gm., 1s. 1d. ACID TARTRATE, B.P., 1 kilo, 7½d.; 500 gm. 9d.

AMIDOPYRIN.—Per lb. 16s. 8d. for 5-cwt. lots; 1-cwt., 17s. 5d.; less than 1-cwt., 18s. 5d.

AMPHETAMINE.—One to 10-kilo lots: BASE, from 140s. to 160s.; SULPHATE, 110s. to 130s. and *d*-AMPHETAMINE SULPHATE 40s. to 42s.

AMYLOBARBITONE.—B.P.C. is 82s. 6d. per kilo for less than 25-kilo lots and SODIUM, B.P.C., 92s. 6d. per kilo.

BARBITONE.—Less than 25-kilo lots, 53s. 6d. per kilo. SODIUM derivative, 56s. 9d. per kilo.

BISMUTH SALTS.—Prices (per lb.) in packages over 2-lb.;

	28 lb. to 1 cwt.	1 cwt.	5 cwt.
	s. d.	s. d.	s. d.
CARBONATE ..	20 6	20 0	19 6
SALICYLATE ..	20 3	19 9	19 3
SUBGALLATE ..	19 9	19 3	18 9
SUBNITRATE ..	18 6	18 0	17 6

The AMMONIUM CITRATE is 55s. per lb. and SODIUM TARTRATE, 35s.; OXIDE, 26s. 10d.; OXYCHLORIDE, 27s. 3d.; SALICYLATE, 19s. 9d., in cartons of 28-lb.

BRUCINE.—Per oz. ALKALOID is 8s. and SULPHATE, 7s.

BUTOBARBITONE.—B.P.C., 87s. 6d. per kilo in less than 25-kilo lots.

CHLOROCRESOL.—Pharmaceutical quality, 7s. 7d. per lb. (1-cwt. lots).

CHLOROXYLENOL.—B.P., 5s. 8d. per lb. for 1-cwt. lots; 5s. 3d. per lb. for 1-ton.

COCAINE.—16-oz. lots. HYDROCHLORIDE,

91s. 6d. per oz.; ALKALOID, 101s. per oz. Subject to D.D.A. Regulations.

CYCLOBARBITONE.—Less than 25 kilos: B.P.C., 73s. per kilo. CALCIUM, 85s. per kilo.

HEXOBARBITONE.—25-kilo lots or over, 115s. per kilo.

HYOSCINE HYDROBROMIDE.—Per oz., 102s.

IODIDES.—(Per kilo). Potassium, 50-kilo lots, 19s. 3d.; SODIUM, 24s. 3d. for 25-kilo lots. AMMONIUM, 44s.

IODINE.—Resublimed in less than 50-kilo lots, 25s. 4d. per kilo. Minimum delivered rate for CRUDE is 17s. 4d. per kilo.

IODOFORM.—Powder (per kilo), 51s. 6d. in 50-kilo lots; less than 50-kilos, 53s. Crystals are 3s. per lb. more.

METHYL PHENOBARBITONE.—B.P.C., 95s. per kilo for less than 25-kilo lots.

NARCOTINE.—ALKALOID and HYDROCHLORIDE, 3s. 9d. per oz. (132s. kilo) for under 35-oz. lots.

OPIATES.—Home trade prices (per oz.) subject to D.D.A. Regulations:

	35 oz. and over		Under 35 oz.
	s. d.	s. d.	s. d.
CODEINE			
PHOSPHATE ..	41 0	42 0	
HYDROCHLORIDE ..	47 3	48 3	
SULPHATE ..	47 3	48 3	
ALKALOID ..	54 0	55 0	
MORPHINE			
ACETATE ..	50 0	51 0	
HYDROCHLORIDE ..	50 0	51 0	
SULPHATE ..	50 0	51 0	
TARTRATE ..	60 0	61 0	
ALKALOID ..	61 3	62 3	
ETHYLMORPHINE			
HYDROCHLORIDE ..	54 0	55 0	
ALKALOID ..	63 3	64 3	
DIAMORPHINE			
ALKALOID ..	54 9	55 9	
HYDROCHLORIDE ..	59 9	60 0	

PENTOBARBITONE.—Under 25-kilo lots, 115s. per kilo; SODIUM, 120s.

PETHIDINE HYDROCHLORIDE.—Subject to D.D.A. Regulations, 229s. 2d. per 250 gm.

PHENOBARBITONE.—Spot rate 50-kilo lots, 47s. 6d. per kilo; 5-kilo, 50s. 6d. 500-gm., 54s. 6d. SODIUM SALT unchanged at 55s. 6d. per kilo for 5-kilo lots.

PHENYTOIN SODIUM.—One-cwt. lots, 23s. per lb.; less than 56-lb., 25s.

PILOCARPINE.—In 1-kilo lots prices are: HYDROCHLORIDE, 1,013s. per kilo; NITRATE, 82s.

PROCAINE HYDROCHLORIDE.—100-kilo lots, 45s. per kilo.

QUINALBARBITONE.—Under 25-kilos, 130s. per kilo.

QUINIDINE.—For 15 kilos or 500 oz. or more:

Home Trade	Per kilo	Per 100 oz.
	s. d.	s. d.
QUINIDINE		
SULPHATE ..	199 1	564 6
ALKALOID cryst.	260 8	739 1
ALKALOID precip.	263 9	747 9
HYDROCHLORIDE ..	223 0	632 1
HYDROBROMIDE ..	216 11	615 0
GLUCONATE ..	221 9	628 9

Prices include tins and cases and free delivery U.K.

QUININE.—1,000-oz. lots:—ALKALOID, 3s. 8½d. per oz.; SULPHATE, B.P., 1932, 2s. 5d.; SULPHATE, B.P., 1958, 2s. 8½d.;

BISULPHATE, 2s. 5½d.; DIHYDROCHLORIDE, 3s. 5d.; HYDROCHLORIDE, 3s. 1½d.; ETHYL CARBONATE, 4s. 1½d.; HYDROBROMIDE, 3s. Quantities under 100 oz. plus threepence.

SACCHARIN.—B.P.C. powder. One lb. and over, 108s. 2d. per lb.; SODIUM SALT, 87s. 6d. per lb. Prices include duty and carriage.

SAL PRUNELLA.—Balls, 3s. 10d. per lb. in 1-cwt. lots.

STRYCHNINE.—100-oz. lots: ALKALOID and HYDROCHLORIDE, 10s. 6d. per oz.; SULPHATE, 9s. 6d.

SULPHACETAMIDE.—One-cwt. lots, 24s. 6d. per lb. SODIUM derivative, 30s.

SULPHAGUANIDINE.—One-cwt. lots, 11s. per lb.

SULPHANILAMIDE.—One-cwt. lots, 6s. per lb.

SULPHAPYRIDINE.—Five-kilo lots, 120s. per kilo.

SULPHATHIAZOLE.—100-kilos, 32s. kilo; 50 kilos, 33s.

Alcohol

BRITISH SPIRIT (fermentation grades) per proof gall.:—

Ethyl Alcohol: (95 per cent. Gay Lussac, 66 o.p.): where the minimum delivery is 2,500 proof gall. or over 3s. 9d.; 1,500, 3s. 10d.; 500, 3s. 11d. Prices are exclusive of duty and are for tank wagon lots. In 40-90-gall. drums there is a surcharge of threepence per proof gall.

Absolute Alcohol, 95·5 per cent., 74·5 o.p., from 4s. 1d. to 4s. 3d. for same quantities; the special high strength (99·9 per cent., 75·2 o.p.) from 4s. 5d. to 4s. 9d. (in drums). *Doubly Rectified Alcohol* (S.V.R.) 95·8 per cent., 68 o.p., from 3s. 11d. to 4s. 1d. *R.R. Absolute Alcohol* (re-rectified), 99·7 per cent., 75 o.p., 8s. per proof gall. net (for 40-gall. drum). Duty is £10 12s. 4d. per proof gall. plus 10 per cent.

SYNTHETIC GRADES (supplied only to buyers authorised by Customs and Excise to buy duty free) the 95 per cent. is from 3s. to 3s. 2d. and *ABSOLUTE* (99·5 per cent.), 3s. 3d. to 3s. 5d.

Methylated Spirit

METHYLATORS' rates per bulk gall. in Great Britain are as follows:

Industrial Methylated spirit: Strength 61 o.p., 500 gall. and over, 5s. 4d.; 100 gall. and under 500 gall., 5s. 8d.; 40 gall. and under 100 gall., 6s. 0½d.; 10 gall. and under 40 gall., 6s. 6½d.; 5 gall. and under 10 gall., 7s. 0½d. Strength 64 o.p., 1d. per gall.; 66 o.p. (B.P.), 1d.; 68 o.p., 3½d., more than the above rates with 74 o.p. at 6s. 1½d.; 6s. 5½d.; 6s. 10d.; 7s. 4d. and 7s. 10d. for similar quantities. Tank wagon delivery is 2d. per gall. off list price—minimum, 500 gall. For industrial methylated spirit of standard toilet quality prices are from 6s. 9d. (tank wagon) for 500 gall. to 8s. 1½d. (10 gall. drums) for 64 o.p.

Pyridinised industrial methylated spirit: Strength 66 o.p., 500 gall. and over, tank wagon delivery, 5s. 6½d.; 500 gall. in 40-gall. drums, 5s. 8½d.; 100 gall. and under 500 gall. (in drums), 6s. 0½d.; 40 gall. and under 100 gall., 6s. 5d.; 10 gall. and under 40 gall., 6s. 11d.; 5 gall. and under 10 gall., 7s. 5d.

Mineralised methylated spirit: Strength 64 o.p., in one delivery, 100 gall. and under 500 gall., 6s. 0½d.; 40 gall. and under 100 gall., 6s. 5d.; 10 gall. and under 40 gall., 6s. 11d.; 5 gall. and under 10 gall., 7s. 5d.

Terms.—Deliveries free and carriage paid on returned empties; net cash.

Crude Drugs

ACONITE. — Spot: Spanish *napellus*, 2s. 6d. per lb.

AGAR. — Kobé No. 1, 14s. 6d. per lb. in bond; shipment, 14s., c.i.f.

ALOES. — Cape primes, spot, 175s. per cwt.; shipment, 155s. to 165s., c.i.f. Curaçao, spot, 450s.; shipment, 425s., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 20s. COPAIBA: Spot scarce at 10s., duty paid. PERU: Spot, 8s. 9d. in bond. TOLU (genuine as imported), 35s.; B.P., from 12s. to 17s. 6d. as to analysis.

BELLADONNA. — HERB, 1s. 9d. per lb., in bond. LEAVES, 1s. 8d., shipment, new crop 1s. 10½d., nominal. Root, good testing new-crop nominally 1s. 9d. landed.

BENZOIN. — Sumatra block, spot £20 to £28 as to quality.

CALAMUS. — Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAPSICUMS. — Chinese, on stalk, 150s., per cwt., duty paid; Ethiopian, 150s.

CARDAMOMS. — Aleppy greens, 12s. 6d. per lb., spot; shipment, 11s. 7½d.; SEEDS, 19s. 6d. spot and 16s. 9d., c.i.f.

CASCARA. — Spot, 1960 peel, 270s. per cwt.; 1961 peel, for shipment, 255s., c.i.f.

CASSIA. — *Fistula*, 105s. per cwt.: *lignea* (whole), for shipment, 240s., c.i.f.

CHAMOMILE. — Belgian, 6s. 6d. to 7s. 6d. per lb. as to quality; Hungarian type, 6s. 6d.

CHERRY BARK. — Thin natural, 2s. per lb.

CHILLIES. — Nigerian, 185s. per cwt. Mombasa, 350s.

CINNAMON QUILLS. — Shipment (c.i.f., per lb.) 4 O's, 5s. 2½d.; 3 O's, 4s. 8½d.; O, 4s. 4½d.; quillings, 3s. 3½d.; featherings, 1s. 6d.

CLOVES. — Zanzibar spot, 2s. 9½d. per lb.; shipment, 2s. 7½d., c.i.f.

ERGOT. — Portuguese, 9s. 6d. per lb., c.i.f., for prompt shipment; spot, 9s. 9d.

FRANGULA. — Spot, 87s. 6d. per cwt.

GENTIAN. — Spot, French, 150s. per cwt.

GINGER. — (Per cwt.) African, spot, 225s.; new crop for shipment, 205s. per cwt., c.i.f. Jamaican No. 3, spot, 240s. Cochin, shipment, 145s., c.i.f.; spot, 150s.

GUM ACACIA. — Kordofan cleaned sorts, 142s. 6d. per cwt., spot; new crop, September-October shipment, 127s. 6d., c.i.f.

HENNA. — Indian, spot, 95s. per cwt.; shipment, nominal.

HONEY. — Australian light amber, 102s. 6d. to 107s. 6d. per cwt. and medium amber, 96s. to 98s. Argentine, 112s. to 115s. Jamaican, 115s. to 120s.; Canadian clover, 145s. to 150s., all ex warehouse.

IPECACUANHA. — For shipment, c.i.f., per lb. Costa Rican, 66s.; Matto Grosso, 51s.; Colombian, 50s. Spot: Matto Grosso, 53s.; Colombian, 53s.; Costa Rican, 68s. 6d.

JUNIPER BERRIES. — Italian, 100s. per cwt.; German, 120s.

KARAYA. — No. 1 gum, spot 300s. per cwt.; No. 2, 235s.

KOLA NUTS. — Jamaican for shipment, 7d. per lb., c.i.f. African, 5½d. spot and 4d., c.i.f.

LANOLIN. — ANHYDROUS B.P. is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS B.P., 150s., free drums, delivered.

LEMON PEEL. — Spot, 2s. 9d. per lb.

LOBELIA HERB. — American spot, 7s. per lb.; shipment nominally 6s. 6d., c.i.f., and Dutch, 4s. 3d., c.i.f., nominal.

MENTHOL. — Chinese: spot, 65s. per lb., duty paid; shipment, afloat, 55s.; shipment, 53s. 6d., c.i.f. Brazilian, 47s. 6d., in bond; shipment, 46s., c.i.f. (September-October). Formosan, 49s., in bond; shipment, 47s. 9d., c.i.f.

MERCURY. — About £63 per flask of 76-lb.

NUX VOMICA. — Shipment (per cwt.), Cochin, 65s., c.i.f.

PAPAIN. — Tanganyikan, grade one, 20s. per lb., c.i.f., nominal. Ceylon brown, 18s. 6d., c.i.f.

PEPPER. — White Sarawak, spot, 3s. 6d. to 3s. 6½d. per lb.; shipment, 3s. 5½d., c.i.f. Black Sarawak, spot, 3s. 6d. nominal; shipment, 2s. 11½d., c.i.f. Black Malabar, 400s. per cwt. spot nominal and 367s. 6d., c.i.f.

PEPPERMINT. — Dutch whole leaves, 3s. per lb., c.i.f.

PIMENTO. — Spot, 560s., cwt.; shipment, 500s., f.o.b.

PODOPHYLLUM. — *Emodi* nominal; *Peltatum*, 435s. per cwt.

PYRETHRUM. — Extract, minimum 25 per cent. w/w pyrethrins, 74s. 6d. per lb. for small lots.

QUILLAIA. — Old crop 220s. per cwt. on spot. New crop quotations from origin, January-April 1962 shipment, 175s. cwt., c.i.f.

RHUBARB. — Chinese small rounds from 5s. 6d. to 6s. 9d. per lb. on the spot.

SAFFRON. — Mancha selecta, 140s. per lb., spot.

SARSAPARILLA. — Jamaican native red spot, 2s. 6d. per lb.; shipment, 2s. 1d., c.i.f.

SEEDS. — (Per cwt.). ANISE. — Egyptian, 190s., duty paid. CARAWAY. — Dutch, 142s. 6d., duty paid. CELERY. — Indian, 220s. spot nominal; shipment dearer at 210s., c.i.f. CORIANDER. — Moroccan, 130s., duty paid; Indian bold, 107s. 6d.; Moroccan for shipment, 117s. 6d., c.i.f. CUMIN. — Indian, 172s. 6d.; Iranian, 160s., duty paid; shipment Iranian, 127s. 6d., c.i.f. DILL. — Indian, 100s., spot; shipment, 85s. 6s., c.i.f. FENNEL. — Indian, 105s., spot; shipment, 92s. 6d., c.i.f. FENUGREEK. — Moroccan, 95s., duty paid; shipment, 78s., c.i.f. MUSTARD. — No supplies of English available at the moment.

SENEGA. — Spot 17s. 6d. per lb.; shipment, 16s., c.i.f.

SENNA. — *Tinnevelly* LEAVES, spot cleared. Prime No. 1 afloat, 1s. 10d. per lb.; f.a.q. No. 3, 11d. landed terms. PODS: cleared on spot. New crop afloat, 2s. 2d. per lb. for hand-picked No. 1. *Alexandria* pods: Manufacturing, 1s. 6d.; hand-picked, 4s. 6d. to 7s. 6d. per lb.

SHELLAC. — F.O.T.N., 200s. per cwt.; No. 1, 220s.: F.O., 235s. to 285s. spot.

SLIPPERY ELM. — Bark, 3s. 6d. lb. landed value.

SPUILL. — White 75s. to 85s. per cwt. spot, as to quality.

STRAMONIUM. — Indian LEAVES 60s. per cwt. spot. Dutch 0·5 per cent. alkaloid, 93s., c.i.f.

STYRAX. — Spot, 25s. 9d. per lb., shipment, 24s., c.i.f.

TONQUIN BEANS. — Para spot, 6s. per lb. Shipment 5s. 3d. Angostura 10s. 6d.

TRAGACANTH. — No. 1 ribbon, £145 to £150 per cwt. No. 2, £135 to £140.

TURMERIC. — Madras finger, spot sold at 120s. per cwt.; shipment, 108s., c.i.f., quoted.

VALERIAN ROOT. — Spot: Belgian, whole (max. 2½ per cent. sand) for prompt shipment, 145s., c.i.f. Dutch new crop prices awaited.

VANILLIN. — Rates (per lb.) are now:— 5-cwt. lots, 22s. 3d.; 1-cwt., 22s. 6d.; 56-lb., 22s. 9d.; small quantities, 23s.

WAXES. — (Per cwt.). BEES'. — Dar-es-Salaam, spot, 425s.; shipment, 400s., c.i.f. Abyssinian, 375s. in bond; shipment, 370s., c.i.f. Sudanese, spot, 410s.; shipment, 370s., c.i.f. CANDELILLA, spot, 465s. CARNAUBA, fatty grey, spot, 460s.; shipment, 445s., c.i.f.; prime yellow, spot, 710s. quoted; shipment, 690s., c.i.f.

WITCH HAZEL LEAVES. — New crop, 2s. 11d. per lb., spot.

Essential and Expressed Oils

ANISE. — Chinese, 7s. 10½d. per lb., spot; shipment, 7s. 10d., c.i.f.

ARACHIS. — Spot, 2-5 ton lots naked ex mill, £153 per ton.

CADE. — Spanish, 2s. 9d. per lb. for drum lots.

CAJUPUT. — Spot from 10s. per lb.

CALAMUS. — Spot, 56s. 6d. per lb.

CASTOR. — Home produced B.P. oil, spot, £158 per ton naked ex mill (2-ton lots).

CEDARWOOD. — American rectified 9s. 6d. per lb. on the spot.

CITRONELLA. — Ceylon, spot, 6s. 3d.; shipment, 5s. 10d. per lb. c.i.f. Formosan, spot, 7s., in bond; shipment, 6s. 9d., c.i.f.

CLOVE. — Madagascar leaf, spot, 7s. 6d. per lb., duty paid; shipment, 6s. 10d., c.i.f. RECTIFIED 87-88 per cent., 12s. Distilled bud-oil, English, B.P., 27s. for 1-cwt. lots.

FENNEL. — Spanish sweet, spot, 10s. lb.

GINGER. — Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid.

GRAPEFRUIT. — Florida, 18s. per lb.

JUNIPER. — B.P.C. 1949 oil is from 10s. per lb. on the spot. English-distilled, 150s. JUNIPER WOOD, from 5s.

LAVANDIN. — Spot from 7s. per lb. for original drums.

LAVENDER. — French from 20s. to 50s. per lb. as to quality.

LAVENDER SPIKE. — Spanish, 10s. 6d. per lb. for original drums.

LEMON. — Californian cold-pressed from 26s. per lb., spot; Sicilian cold-pressed, about 25s.

LEMONGRASS. — Spot, 17s. 6d.; September shipment, 16s. 4½d., c.i.f.

LIME. — West Indian distilled, 50s. per lb. on the spot.

OTTO OF ROSE. — Bulgarian, 400s. per oz. Turkish, £350 per kilo.

PALMAROSA. — Spot, 37s. 6d. per lb.; shipment, 36s., c.i.f.

PATCHOULI. — Penang is 39s., duty paid and 33s., c.i.f., per lb.

PENNYROYAL. — Spot is firm at 20s. per lb., duty paid.

PEPPERMINT. — *Arvensis*: Chinese spot, 34s.; shipment, 26s. 9d., c.i.f. Brazilian spot, 17s.; shipment, 16s. 9d., c.i.f. *Piperita*: Italian, 48s. per lb., spot. American from 30s. to 45s. per lb. as to make.

PETITGRAIN. — Paraguay, 18s. 6d. per lb., spot; shipment, 17s. 6d., c.i.f.

PIMENTO. — English-distilled berry from 150s. per lb.; imported, 32s. 6d. Rectified leaf, 16s. per lb.

PINE. — *Pumilionis* 32s. per lb.; *sylvestris*, 9s., *abietis*, 15s.

ROSEMARY. — Spanish is 9s. per lb. on the spot for best quality.

RUE. — Spanish is 19s. 6d. per lb. spot.

SASSAFRAS. — Brazilian is from 3s. 6d. per lb., duty paid.

SPEARMINT. — American oil on the spot 30s. per lb.

TANGERINE. — From 35s. to 40s. per lb. as to quality.

VETIVERT. — Bourbon spot, 110s. to 112s. 6d. per lb.; shipment, 108s., c.i.f.

YLANG YLANG. — Spot, 37s. 6d. per lb.

UNITED STATES REPORT

NEW YORK, SEPTEMBER 5: ASCORBIC ACID was again reduced by 15 cents a kilo to a record low level of \$5·75. SENECA at \$2·45 per lb. was down 5 cents., and Mexican SARSAPARILLA at 30 cents was also down 5 cents. In ESSENTIAL OILS, LEMON advanced 10 cents to \$4·10 per lb. while West Indian bitter ORANGE at \$3 and NUTMEG at \$8·50 were each down 50 cents.

WORLD TRADE

Belgian Chemical Consolidation.—Amalgamation plans in the Belgian chemical industry that would concentrate more than half the country's chemical output into a single group are expected to be announced in the near future. The firms concerned are believed to be Tubize d'Obourg, Sidac, Générale de la Viscose and Union Chimique Belge.

Indian Toilet Preparations.—Indian toilet preparations are claimed to be proving increasingly popular in foreign markets. Production of face cream, etc., increased from 1,080,000 lb. in 1957 to 1,630,000 lb. in 1959, and was expected to be even higher in 1960. Output of toilet powder went up from 3,030,000 lb. in 1957 to 5,140,000 lb. in 1959, and face powder to about 1,420,000 lb.

Dutel - French Amalgamation.—Philips-Duphar, Amsterdam (the pharmaceutical-chemical section of the Philips electric manufacturing concern), and Philips, France, have entered into a co-operation agreement with the French pharmaceutical concern Etablissements Clin Byla, S.A. A new company Laboratoires Duphar C.B. has been established with a capital of 500,000 new francs. Philips-Duphar and Clin Byla have 55 and 45 per cent. interests respectively. The new company's aims include the sale and manufacture of pharmaceutical specialities in France and their export to certain areas of the French Union.

TELEVISION

Figures in the columns represent number of appearances of the product during the week.

September 17-23	London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster	Westward	Border
4711 eau de Cologne ..	—	—	—	—	—	4	—	—	—	—	—
Alka-Seltzer ..	2	2	2	2	2	2	2	2	2	2	—
Anadin ..	4	6	3	4	3	4	5	—	—	4	1
Andrews liver salt ..	—	1	1	2	—	—	2	—	—	—	—
Andrex ..	3	3	3	3	—	—	—	—	—	—	3
Askit powders ..	—	—	—	14	—	—	—	—	—	—	7
Aspro ..	5	5	5	5	5	5	5	5	—	4	—
Bisodol ..	—	—	—	—	—	2	—	—	—	—	—
Bodymist ..	—	2	—	—	—	—	—	—	—	—	—
Bristol shampoo ..	4	3	3	3	2	2	2	1	—	4	—
Brylcreem ..	—	1	1	—	—	—	—	—	—	—	—
California syrup of figs ..	—	—	—	1	—	—	—	—	—	—	—
Cooper's aerosols ..	2	2	2	2	2	2	2	2	2	2	2
Cuticura ..	1	—	—	—	—	—	—	—	—	—	2
Delsey ..	—	—	1	—	—	—	—	—	—	—	—
Dorant mouth-wash ..	—	—	—	—	—	1	—	—	—	—	—
Euthymol ..	—	—	—	—	—	—	—	1	2	2	2
Lanospray ..	—	2	—	—	—	—	—	—	—	—	—
Macleans tooth-paste	3	3	3	3	4	4	4	4	4	5	5
Margo's products ..	—	—	—	—	—	—	—	—	—	3	—
Milk of Magnesia ..	—	—	1	—	—	—	—	—	—	—	1
Nonocal ..	—	—	—	—	3	—	—	—	—	—	—
Pretty Quick ..	—	—	4	2	5	7	4	4	2	—	—
Rinstead pastilles ..	1	1	1	1	1	—	1	1	1	—	—
Schick shavers	1	1	—	—	—	—	—	—	—	—	—
Silvikrin shampoo ..	—	1	1	—	—	—	—	—	—	—	—
Smokies ..	—	—	—	—	2	—	2	—	—	—	—
Stergene ..	4	6	4	4	4	4	3	4	3	3	3
Unic shavers ..	1	—	—	—	—	—	—	—	—	—	—
Zal ..	1	2	2	1	1	1	1	2	1	1	—

PRINT AND PUBLICITY

PUBLICATIONS

Medical Propaganda

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists. MAY & BAKER, LTD., Dagenham, Essex: "The only effective oral treatment for Trichomonas vaginalis in females and males . . . Flagyl" (4-p. folder); "Stemetil . . . drug of choice for prevention and treatment of migraine, Ménière's syndrome, and for control of nausea and vomiting" (blotter).

PHARMETHICALS (LONDON), LTD. (Schering, A.G., Berlin, Germany), Victoria Way, Burgess Hill, Sussex: "Pregnancy diagnosis, quicker and cheaper than frog-test . . . two tablets of Primodos" (blotter); "Primolut N in menorrhagia" (information card).

ROCHE PRODUCTS, LTD., 15 Manchester Square, London, W.1: "Some common eye disorders . . . the red eye, ocular herpes simplex, staphylococcal eye disease, cortisone and the red eye" (folder containing four illustrated folded cards, designed by the medical illustration department, Institute of Ophthalmology, London).

Periodicals

BOWMANS CHEMICALS, LTD., Moss Bank, Widnes: Aim. Summer 1961. Pp. 14.

HENRY WIGGINS & CO., LTD., Wiggin Street, Birmingham, 16: Wiggin Nickel Alloys. No. 62. Pp. 36.

ROCHE PRODUCTS, LTD., 15 Manchester Square, London, W.1: The Roche Courier. Vol. 27, No. 8. Pp. 4.

THE BRITISH OXYGEN CO., LTD., Bridgewater House, Cleveland Row, London, S.W.1: Pennant, No. 26, August. Pp. 8.

THE PULLIN OPTICAL CO., LTD., Ellis House, Aintree Road, Perivale, Greenford, Middlesex: Pullin Newsletter. Vol. 9, No. 6. August. Pp. 4.

UNITED KINGDOM ATOMIC ENERGY AUTHORITY, 11 Charles II Street, London, S.W.1: Atom. No. 58, August. Pp. 20.

WORLD HEALTH ORGANIZATION, Geneva, Switzerland: WHO Chronicle. Vol. 15, No. 8, August. Pp. 34.

Price Lists

KODAK, LTD., Kingsway, London, W.C.2: Trade circular for the professional user, September. New goods include Kodak inter-negative colour film (for preparing intermediate negatives from transparencies); Autopositive film; Ektalith equipment, accessories, transfer paper, chemicals; opaque screen for use with universal safe-lamp model 2.

SANDOZ PRODUCTS, LTD., 23 Great Castle Street, London, W.1: Trade price list of medical products, 1961.

PRESS ADVERTISING

DALMAS, LTD., 215 Charles Street, Leicester: Mimosept. In Woman.

DOMESTOS, LTD., College Works, Albion Road, Newcastle-on-Tyne: Stergene. Slogan "Fine things stay gay the Stergene way"—in local newspapers in non-television areas.

FASSETT & JOHNSON, LTD., 86 Clerkenwell Road, London, E.C.1: Caron perfumes. In national Press.

GOLDEN, LTD., 7 Grosvenor Street, London, W.1: Color-Glo. In Daily Mirror, Sunday Pictorial, Woman, Woman's Own, Woman's Realm, Woman and Beauty, She, Everywoman, Honey, Modern Woman, Woman's Mirror.

GOYA, LTD., Badminton Court, Amersham, Bucks: Goya Christmas coffrets. In Everywoman, Honey, Modern Woman, She, Photoplay, Vanity Fair, Woman and Beauty, Woman's Own.

MYRAM PICKER, LTD., Hook Rise, Kingston By-pass, Surbiton, Surrey: Miners Taj eyeliner, Autobrush mascara, Superliner. In Daily Mirror.

ROBINSON & SONS, LTD., Wheat Bridge Mills, Chesterfield: Paddi and Paddi-pads.

THE NEW CROYDON RUBBER CO., LTD., 36 Mitcham Lane, London, S.W.16: Pompette shampoo spray. In She, Photoplay, Flair, Vanity Fair, Woman's Story, Honey, Woman and Home, Everywoman, Modern Woman, My Home, Woman and Beauty.

THORNTON & ROSS, LTD., Linthwaite, Huddersfield: Zoflora. In Woman and other women's magazines.

TORBET LACTIC OAT CO., LTD., 24 Great Castle Street, Edinburgh, 3: Calslettes and Lactic oats. Slogan "Join the swing of life again."

WRIGHT, LAYMAN & UMLEY, LTD., 42 Southwark Street, London, S.E.1: Wright's coal-tar soap. In national and provincial Press, and magazines.

DISPLAY MATERIAL

H. BRONNLEY & CO., LTD., Bronnley Works, Brackley, Northants: Bronnley pre-makeup soap, Bronnley pine fragrance (bath essence, bath cubes, talc). Showcards.

DOMESTOS, LTD., College Works, Albion Road, Newcastle-on-Tyne: Stergene. Counter display.

MEGGESON & CO., LTD., Llewellyn Street, London, S.E.16: Meggeson dyspepsia tablets. Animated display unit in which the word "upset" oscillates across a showcard reading "Stomach upset? Meggeson dyspepsia tablets give complete stomach comfort."

PROGRESS SHAVING BRUSH (VULFIX), LTD., Mottram Street, Stockport, Cheshire: Vulfix shaving brushes. Cream plastic stand taking three brushes and imprinted "Vulfix . . . the shaving brush with a two years' guarantee." Free with parcel No. 910.

RONSON PRODUCTS, LTD., 352 Strand, London, W.C.2: Ronson CFL electric shaver (Christmas material). Cardboard crowner that attaches to the open lid of a presentation case—styled to depict theme of "billiard ball smoothness" as in television campaign; Window sticker; Christmas sleeve for individual CFL packs. Available in October.

SHULTON (GREAT BRITAIN), LTD., 96 Brompton Road, London, S.W.3: Desert Flower, Old Spice. Showcards depicting a selection of the preparations, including gift sets; Also illuminated showcard for Old Spice after-shave lotion.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Sunday, September 10

KENT AND CANTERBURY PHARMACEUTICAL COMMITTEE, Royal Star hotel, Maidstone, at 3 p.m. Mr. A. Howells (chairman, National Pharmaceutical Union) on "National Health Service Remuneration."

Monday, September 11

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Unicorn hotel, Gidea Park, Romford, Essex, at 7.45 p.m. Dr. K. Macdonald (Pharmaceutical Specialities (May & Baker), Ltd.), on "Current Treatment of Rheumatoid Arthritis."

Tuesday, September 12

LIVERPOOL BRANCH, GUILD OF PUBLIC PHARMACISTS, Walton Hospital, Liverpool, at 6.30 p.m. Three films, "The Griseofulvin Story," "A Vitamin Emerges," "Glaxo in Britain."

DONCASTER BRANCH, PHARMACEUTICAL SOCIETY, Danum hotel, at 8 p.m. Wine tasting evening. Address by Mr. A. Grubb (member of the Institute of the Masters of Wine).

Wednesday September 13

LONDON CHEMISTS' GOLFING SOCIETY, South Herts golf club. Fixture.

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, St. Anthony's Road Works, Leeds, 11, at 2.30 p.m. Visit to Chas. F. Thackray, Ltd.

Thursday, September 14

MIDLANDS SECTION, SOCIETY FOR ANALYTICAL CHEMISTRY, Regent House, St. Phillip's Place, Birmingham, 3. Presentation of papers for the Ewell award, 1961.

Advance Information

London Section, SOCIETY OF CHEMICAL INDUSTRY, William Beveridge Hall, Senate House, University of London, London, W.C.1. Symposium on "Oxidation Processes in Chemical Manufacture," September 28-29.

NATIONAL BUSINESS EFFICIENCY EXHIBITION, Olympia, London, W.14. October 3-11.

ROYAL DAIRY SHOW, Olympia, London, W.14. October 24-27.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents)," August 23

Tetrahydro-dioxopyridazines and process for their manufacture. CIBA, Ltd. 880,015.
Dioxo hydropyridazines and process for their manufacture. CIBA, Ltd. 880,016.
Aralkyl-piperidines. CIBA, Ltd. 880,067.
 Δ^3 -pregnadienes and method for their preparation. American Cyanamid Co. 880,071.
N:N¹:N¹ - trisubstituted hydroxyaspartamides. Pfizer & Co., Inc. 880,267.
Thiocarbamates. Monsanto Canada, Ltd. 880,030.
Substituted piperidines and preparation thereof. Sterling Drug Co. 880,139.
Penicillins. Beecham Research Laboratories, Ltd. 880,400; 880,642.
Polypeptides. CIBA, Ltd. 880,245.
16 α , 17 α -substituted pregnatrienes and derivatives thereof. American Cyanamid Co. 880,201.
Pyrazoles and a process for their manufacture. CIBA, Ltd. 880,256.
Hydrazinium compounds, their production and pharmaceutical compositions containing them. W. R. Grace & Co. 880,235; 880,334.
Oleaginous pharmaceutical compositions. Upjohn Co. 880,276.
Hydrazine derivatives and a process for the manufacture thereof. F. Hoffmann-La Roche & Co. 880,278.
Production of aqueous aluminium chlorhydrate gels. Albright & Wilson (MFG), Ltd. 880,261.
Production of esters of bis-(carboxymethylthio)-methane. Uclaf. 880,421.
Anitibiotic. Soc. Farmaceutici Italia. 880,035.
Process for preparation of alpha tocopherol. Collett-Week Corporation. 880,399.
Aminotriazine compounds, their production and use. CIBA, Ltd. 880,403.
Process for producing L-aspartic acid. Tanabe Seiyaku Co., Ltd. 880,234.
Ferrous chelates of amino acids. Tanabe Seiyaku Co., Ltd. 880,313.
Process of obtaining antimicrobial agents. Chas. Pfizer & Co., Inc. 880,331.
Substituted piperidines and the preparation thereof. Sterling Drug, Inc. 880,140.
Steroid compounds. Laboratoires Français de Chimiotherapie. 880,362.
Steroid process. Chas. Pfizer & Co., Inc. 880,231.
Steroid compounds. Laboratoires Français de Chimiotherapie. 880,363.
Biocidal compositions. Progil. 880,411.
Phosphoric and thionophosphoric acid ester amides and diamides. Farbenfabriken Bayer, A.G. 880,297.
Stabilised pesticidal compositions. Diamond Alkali Co. 880,389.
Fungicidal compositions. Imperial Chemical Industries, Ltd. 880,276.
Bactericidal and fungicidal compositions containing xylene derivatives. Diamond Alkali Co. 880,272.
Distillation apparatus. Vitamins, Ltd. 880,006.
 British patent specifications are obtainable (price 3s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2.

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CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

TOPICAL ANTIBIOTIC PROPHYLAXIS. Staphylococcal infection of operation wounds with special reference to. *Lancet*, September 2.

SPIRONOLACTONE. Periodic paralysis with response to. *Lancet*, September 2.

PENICILEIN RESISTANCE. The nature of, in staphylococci. *Lancet*, September 2.

SPIRONOLACTONE in the treatment of myasthenia gravis. *Lancet*, September 2.

THE INFECTIVE DISEASES IN GENERAL PRACTICE. *Practitioner*, September.

INDIAN JALAP. Pharmacognostical study of. *Indian J. Pharm.*, July.

POLYMYELITIS-LIKE DISEASE in 1959. *Brit. med. J.*, September 2.

PYRIMETHAMINE in the treatment of polycythaemia rubra vera. *Brit. med. J.*, September 2.

ERGOT ALKALOIDS. Biosynthesis of the. *J. Pharmaceutical Sciences*, August.

COMPRESSED TABLETS. Uniformity of drug dosage in. *J. Pharmaceutical Sciences*, August.

ESSENTIAL OIL PLANTS of Southern Arizona. *J. Pharmaceutical Sciences*, August.

ASPIRIN. Alleged anticomplementary effect of. *Nature*, September 2.

THE BIOSYNTHESIS of some natural products of pharmaceutical interest. *Aust. J. Pharm.*, June 30.

CHOLINESTERASE. The nature of the active site of. *Aust. J. Pharm.*, June 30.

STATISTICS in the British Pharmacopœia. *Aust. J. Pharm.*, June 30.

SAMPLING PROBLEMS. The statistical approach to. *Aust. J. Pharm.*, June 30.

SUSTAINED RELEASE PREPARATIONS. Formulation of. *Aust. J. Pharm.*, June 30.

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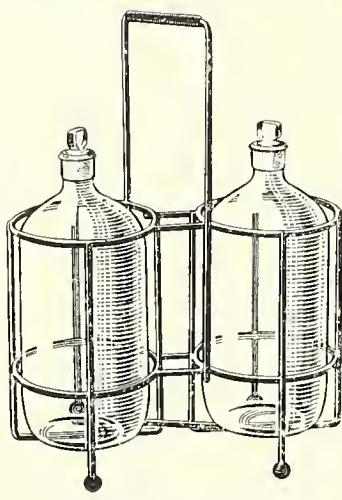


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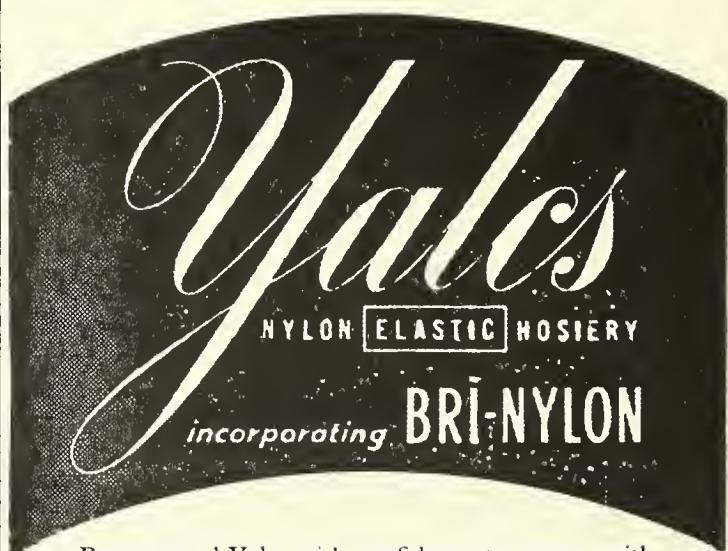
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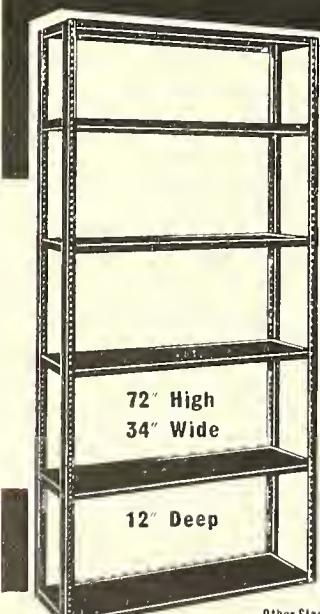
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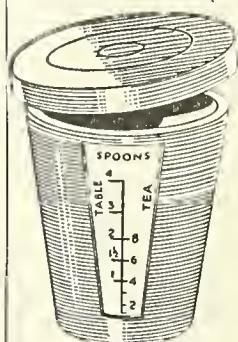
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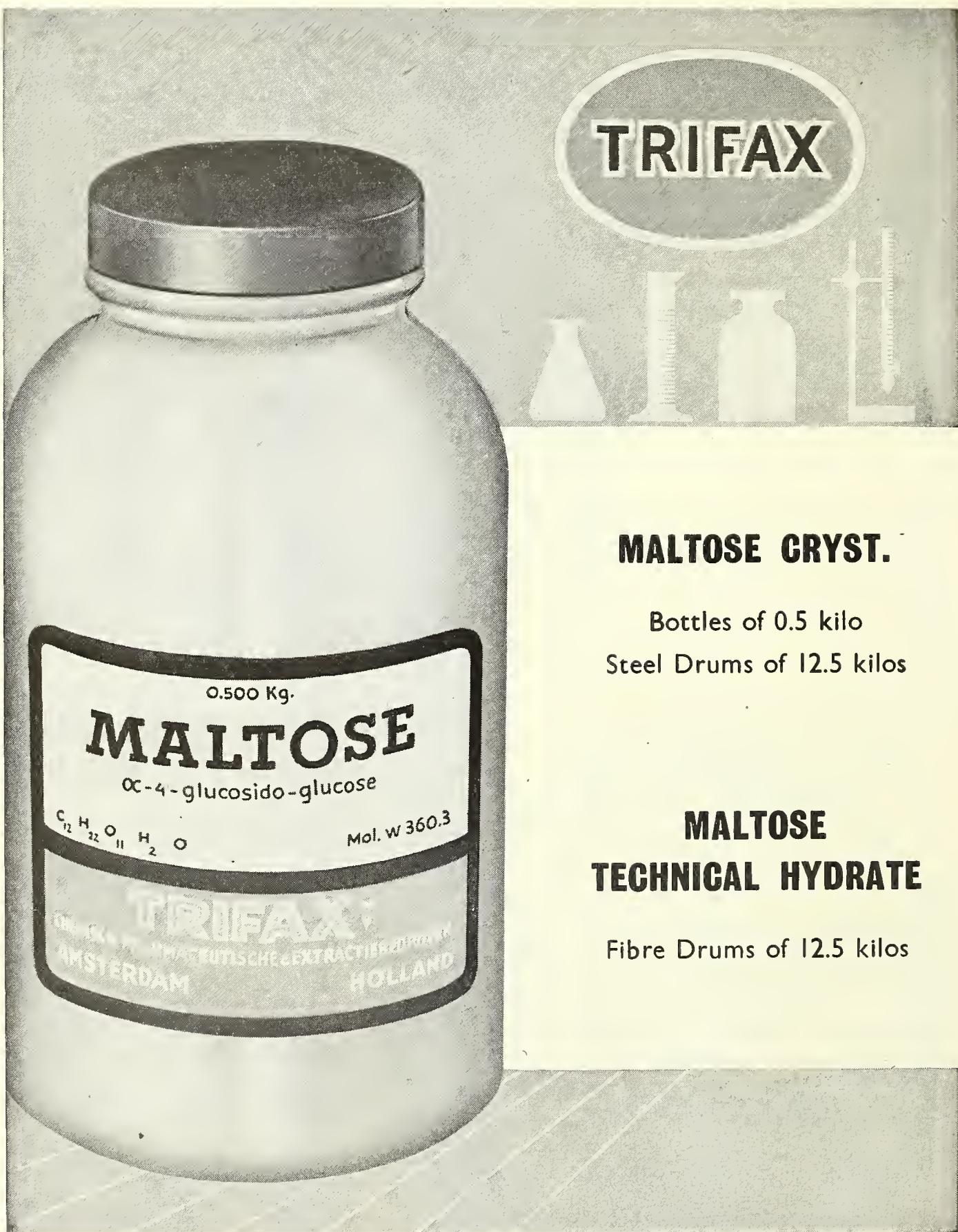
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APPOINTMENTS

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Applications invited for the post of
Part-time Pharmacist—in Sole Charge
 Hours of duty 24 per week. Salary 12s. 6d. per hour.
 Apply stating age, qualifications, experience, with the names and addresses of two referees, to Group Secretary, to above Committee, St. James' Hospital, Tollemache Road, Birkenhead, by September 21, 1961. C 6858

DOVER GROUP OF HOSPITALS

Senior Pharmacist
 Applications are invited for the above appointment at the Dover Group of Hospitals. Salary £770 a year rising by one annual increment of £30 to £800 a year by six annual increments to a maximum of £1,010 a year. Applications stating age, qualifications and experience, together with the names and addresses of referees should be made to the Hospital Secretary, Buckland Hospital, Union Road, Dover. C 6853

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist

for Bethnal Green Hospital. Modern department approved for training students. Salary scale £770—£1,010 p.a. plus higher qualification allowance and London Weighting. Please apply to the Group Secretary, 213 Kingsland Road, London, E.2. C 553

CENTRAL MIDDLESEX HOSPITAL, PARK ROYAL, LONDON, N.W.10

Category V

Senior Pharmacist

Applications are invited for the above appointment, vacancy October 1961. Salary on the Whitley Council scale plus London Weighting and higher qualifications allowance where applicable. Applications stating age, qualifications and details of experience, together with the names of two referees, to the Medical Director as soon as possible. C 6835

ROYAL MARSDEN HOSPITAL, FULHAM ROAD, S.W.3 (post-graduate teaching)

Assistant-in-Dispensing

required. Salary and conditions as per Whitley Council Scale according to age: at age 22 years £425 per annum rising to £575, plus London Weighting and, if eligible, a qualification allowance of £50. Applications stating age and experience and the names of two referees to the Chief Pharmacist. C 6861

SPRINGFIELD HOSPITAL, LONDON, S.W.17

Senior Pharmacist

required, permanent appointment. Salary £770—£1,010 per annum plus London Weighting. Applications to Group Secretary, Springfield Hospital, Beechcroft Road, London, S.W.17, giving age, qualifications, details of experience and the names of two referees. C 567

ST. GEORGE'S HOSPITAL TEACHING GROUP

Assistant-in-Dispensing

required at Atkinson Morley's Hospital, Copse Hill, Wimbledon, S.W.20. Salary on Whitley Council scale according to age, at 22 £425 per annum rising to £575 per annum plus London Weighting and if eligible a qualification allowance of £50 p.a. over 18 years of age. Applications stating age and experience and the names of two referees to the Chief Pharmacist, St. George's Hospital, Hyde Park Corner, S.W.1. C 6862

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STEPNEY GROUP HOSPITAL MANAGEMENT COMMITTEE, MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Deputy Chief Pharmacist (Category IV)

Applications are invited for the above post at this hospital. Whitley Council conditions of service. Further particulars may be obtained from the Chief Pharmacist (tel.: Advance 4855). Applications stating age, qualifications, experience and the names of two referees, to be sent to the Group Secretary at the above address. C 6856

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Senior Pharmacist

Applications are invited for the above post in the Group Pharmaceutical Department at Winwick Hospital, Near Warrington (2,684 beds). Salary £770 rising by annual increments to £1,010.

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